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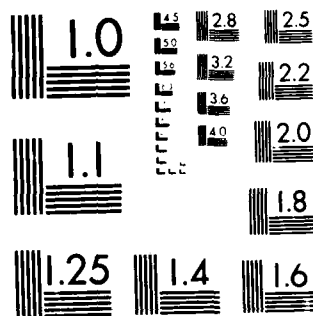
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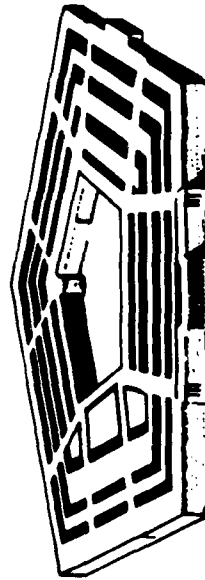
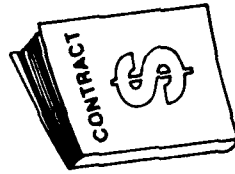
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Department of Defense

# PRIME CONTRACT AWARDS

First Half Fiscal Year 1988

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# PRIME CONTRACT AWARDS

First Half Fiscal Year 1988



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## FOREWORD

*Prime Contract Awards* is published semiannually and contains a wide range of summary data covering prime contract awards made during the reporting period as well as historical data to provide the perspective required for the analysis of Defense procurement records.

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## INTRODUCTION

### Purpose and Scope

This report presents a variety of current and historical data pertaining to Department of Defense (DoD) prime contract awards. All historical tables commence with fiscal year 1978 data.

Seven categories of data on DoD prime contracts are provided. Data are displayed by type of contractor, by procurement program, by competition, and by type of contract pricing provision. Awards publicized to small businesses and awards for research, development, test, and evaluation (RDT&E) are discussed separately, as is the DoD Small Business Subcontracting Program. *(Required by law to be in tables) data.*

### Notes on Coverage

Beginning with FY 1983, the dollar threshold for reporting detailed information on procurement actions was raised from over \$10,000 to over \$25,000. While some of the enclosed tables have either column or stub headings of over \$25,000, FY 1982 and prior data figures really represent awards over \$10,000.

Amounts in this report are shown for the DoD agency that awards the prime contracts and not the department or agency that budgets for the supplies or services. In addition, data for the Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration (NASA) and other Federal agencies, as well as for foreign countries whose Defense purchases are reimbursable. Percentages are derived by dividing the detail line or the subtotal line by the base line designated by 100 percent, unless otherwise noted. Column headings, footnotes, or section narrative are used to identify these exceptions. Indentation is used to provide assistance in recognizing total, subtotal, and detail line information. Percentages given in tables may not add due to rounding.

This report includes awards made by Other Defense Agencies (ODA) which are listed in the Glossary. It does not include obligations for "in-house" work performed at military-owned-and-operated establishments such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other Federal agencies. The estimated dollar amounts of indefinite quantity petroleum contracts are included in this report, but the number of individual orders written against these contracts have not been included in the totals for procurement actions.

For definitions of terms used in this publication, see the Glossary.

### Highlights

DoD procurement actions during the first half of fiscal year 1988 totaled \$63,776,874 thousand, as shown below:

<u>Category</u>	<u>Amount</u>
Intragovernmental/FMS	\$ 3,003,869
Work Outside United States	3,096,145
Educational and Nonprofit Institutions	1,582,241
Business Firms Inside United States	<u>56,094,619</u>
	\$63,776,874

Foreign military sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$1,660 million as follows: Army, \$484 million; Navy, \$726 million; Air Force, \$440 million; Defense Logistics Agency, \$9 million; and Other Defense Agencies, \$1 million.



## AWARDS BY TYPE OF CONTRACTOR

### DoD Procurement by Type of Contractor

DoD procurement awards during the first half of fiscal year 1988 (October 1987 through March 1988) totaled \$63,777 million. This was a decrease of \$6,694 million (9.5 percent) under the \$70,471 million awarded during the first half of fiscal year 1987. Contract awards to U.S. businesses for work inside the United States decreased by \$5,281 million. Awards to or through other Government Agencies decreased by \$524 million, awards for work outside the United States decreased by \$492 million, and awards to educational and nonprofit institutions decreased by \$397 million. See Tables 1 and 2.

### Procurement Trends

DoD procurement increased steadily from \$65.2 billion in FY 1978 to \$163.7 billion in 1985; however, it decreased to

\$158.8 billion in FY 1986, to \$156.5 billion in FY 1987 and has continued to decrease during the first half of FY 1988. The long-term trend in prime contract awards is shown in Table 3.

### Small Business Performance

Small businesses received \$9,107 million during the first half of FY 1988, a decrease of \$832 million under the \$9,939 million for the first half of FY 1987. In terms of net value, small businesses received 16.2 percent of the prime contracts awarded to all business firms for work done in the United States during both the first half of FY 1988 and the first half of FY 1987.

Chart 1 shows that 3,132,340 contract actions, or 66.8 percent of the total 4,686,934 actions awarded to business firms, involved small businesses.

**TABLE 1**  
**DoD Prime Contract Awards by Type of Contractor,**  
**According to Defense Component: FY 1988-FY 1987** <sup>a/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL <sup>b/</sup>				ARMY				NAVY			
	Oct 87-		Oct 86-		Oct 87-		Oct 86-		Oct 87-		Oct 86-	
	Mar 88	Oct 87	Mar 87	Oct 86	Mar 88	Oct 87	Mar 87	Oct 86	Mar 88	Oct 87	Mar 87	Oct 86
<b>TOTAL</b>												
ACTIONS OF \$25,000 OR LESS	\$63,776,874	\$70,470,992		\$13,210,956								
ACTIONS OVER \$25,000	5,962,970	5,475,164		1,656,851								
	57,813,904	64,995,828		11,554,105								
									\$23,447,029	\$22,893,413		
									1,618,696	1,111,526		
									21,828,333	21,781,887		
<b>INTRAGOVERNMENTAL</b>												
ACTIONS OF \$25,000 OR LESS	3,003,869	3,527,900		815,347								
ACTIONS OVER \$25,000	659,468	684,804		184,852								
	2,344,401	2,843,096		630,495					238,503	203,941		
									994,049	1,384,687		
<b>FOR WORK OUTSIDE U. S. C/</b>												
ACTIONS OF \$25,000 OR LESS	3,096,145	3,588,443		967,776								
ACTIONS OVER \$25,000	432,982	364,784		182,155								
	2,662,162	3,223,659		785,581					478,581	46,223		
									432,358	34,255		
										434,891		
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>												
ACTIONS OF \$25,000 OR LESS	1,582,241	1,979,319		199,585								
ACTIONS OVER \$25,000	50,207	52,182		23,118								
	1,532,034	1,927,137		176,467					330,727	8,227		
									322,500	9,765		
										386,883		
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>												
ACTIONS OF \$25,000 OR LESS	56,094,619	61,375,330		11,228,248								
ACTIONS OVER \$25,000	4,819,312	4,373,394		1,266,886								
	51,275,307	57,001,836		9,961,562					21,405,169	20,438,991		
									1,325,743	863,565		
									20,079,426	19,575,426		
<b>SMALL BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	9,107,227	9,938,654		2,080,503								
ACTIONS OVER \$25,000	2,480,464	2,408,557		569,700								
	6,626,763	7,530,097		1,510,803					2,591,302	2,550,292		
									647,017	526,128		
									1,944,285	2,024,164		
<b>OTHER BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	46,987,392	51,436,676		9,147,745								
ACTIONS OVER \$25,000	2,338,848	1,964,837		696,986								
	44,648,544	49,471,839		8,450,759					18,813,867	17,888,699		
									678,726	337,437		
									18,135,141	17,551,262		
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	16.2	16.2		18.5								
ACTIONS OVER \$25,000	51.5	55.1		45.0								
	12.9	13.2		13.2					12.1	12.5		
									48.8	60.9		
									9.7	10.3		

a/ For definitions and coverage, see notes on coverage.  
b/ Includes Other Defense Agency awards not included elsewhere in this table.  
c/ Includes foreign firms for performance in U.S.

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**TABLE 1 (concluded)**  
**DoD Prime Contract Awards by Type of Contractor,**  
**According to Defense Component: FY 1988-FY 1987** <sup>a/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE			DEFENSE LOGISTICS AGENCY			CIVIL FUNCTIONS		
	Oct 87-	Oct 86-		Oct 87-	Oct 86-		Oct 87-	Oct 86-	
	Mar 88	Mar 87		Mar 88	Mar 87		Mar 88	Mar 87	
<b>TOTAL</b>	\$20,566,183	\$23,295,260		\$5,308,520	\$4,603,355		\$569,483	\$802,799	
ACTIONS OF \$25,000 OR LESS	1,563,025	1,508,555		932,433	1,006,456		113,023	112,648	
ACTIONS OVER \$25,000	19,003,158	21,786,705		4,376,087	3,596,899		456,460	690,151	
<b>INTRAGOVERNMENTAL</b>									
ACTIONS OF \$25,000 OR LESS	761,949	932,075		133,401	121,162		25,239	31,800	
ACTIONS OVER \$25,000	176,287	194,326		22,600	40,861		21,505	21,170	
	585,662	737,749		110,801	80,301		3,734	10,630	
<b>FOR WORK OUTSIDE U. S. C/</b>									
ACTIONS OF \$25,000 OR LESS	811,488	1,224,951		809,765	576,797		437	6,069	
ACTIONS OVER \$25,000	148,419	89,405		55,624	62,235		4	4	
	663,069	1,135,546		754,141	514,562		433	6,065	
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>									
ACTIONS OF \$25,000 OR LESS	990,941	1,212,439		25,136	37,109		9,945	16,044	
ACTIONS OVER \$25,000	14,943	16,392		281	236		2,763	2,149	
	975,998	1,196,047		24,855	36,873		7,182	13,895	
<b>BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)</b>									
ACTIONS OF \$25,000 OR LESS	12,001,805	19,925,795		4,340,218	3,868,287		533,862	748,886	
ACTIONS OVER \$25,000	1,223,376	1,208,432		853,928	903,124		88,751	89,325	
	16,778,429	18,717,363		3,486,290	2,965,163		445,111	659,561	
<b>SMALL BUSINESS FIRMS</b>									
ACTIONS OF \$25,000 OR LESS	2,110,335	2,158,665		1,877,441	1,765,088		298,777	443,627	
ACTIONS OVER \$25,000	578,133	595,967		571,897	590,053		75,673	75,987	
	1,532,172	1,562,698		1,305,544	1,175,035		222,104	367,640	
<b>OTHER BUSINESS FIRMS</b>									
ACTIONS OF \$25,000 OR LESS	15,891,500	17,767,130		2,462,777	2,103,199		235,085	305,259	
ACTIONS OVER \$25,000	645,243	612,465		282,031	313,071		13,078	13,338	
	15,246,257	17,154,665		2,180,746	1,790,128		222,007	291,921	
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>									
ACTIONS OF \$25,000 OR LESS	11.7	10.8		43.3	45.6		56.0	59.2	
ACTIONS OVER \$25,000	47.3	49.3		67.0	65.3		85.3	85.1	
	9.1	8.3		37.4	39.6		50.1	55.7	

NOTE: Refer to first page of this table for footnotes.

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**TABLE 2**  
**DoD Prime Contract Awards by Quarter and Type of Contractor,**  
**According to Defense Component: FY 1988 - FY 1987 <sup>a/</sup>**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL <sup>b/</sup>		ARMY		NAVY	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1988	1987	1988	1987	1988	1987
<b>TOTAL</b>	\$63,776,874	\$156,507,586	\$13,210,956	\$36,799,861	\$23,447,029	\$54,973,549
1st qtr, Oct-Dec	28,411,014	30,245,931	6,138,383	6,818,188	8,770,641	8,636,656
2nd qtr, Jan-Mar	35,365,860	40,225,501	7,072,573	10,240,719	14,676,388	14,256,757
3rd qtr, Apr-Jun	0	21,063,055	0	6,650,324	0	10,348,156
4th qtr, Jul-Sep	0	54,973,539	0	13,090,630	0	21,731,980
<b>INTRAGOVERNMENTAL</b>	3,003,869	8,808,983	815,347	1,899,670	1,232,552	3,545,916
1st qtr, Oct-Dec	1,483,537	1,252,774	387,536	246,289	574,544	579,459
2nd qtr, Jan-Mar	1,520,332	2,275,126	427,811	525,609	558,008	1,009,169
3rd qtr, Apr-Jun	0	1,851,099	0	309,394	0	558,372
4th qtr, Jul-Sep	0	3,429,984	0	818,378	0	1,398,517
<b>FOR WORK OUTSIDE U. S. C/</b>	3,096,145	8,863,365	967,776	3,423,282	478,581	1,402,521
1st qtr, Oct-Dec	1,749,151	1,907,483	331,948	569,308	294,333	205,356
2nd qtr, Jan-Mar	1,346,994	1,880,960	635,828	597,328	184,248	563,780
3rd qtr, Apr-Jun	0	1,861,636	0	577,558	0	524,770
4th qtr, Jul-Sep	0	3,313,246	0	1,578,988	0	708,605
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	1,582,241	3,494,958	199,595	473,804	330,727	1,081,134
1st qtr, Oct-Dec	1,047,619	1,300,957	83,562	110,828	208,569	250,741
2nd qtr, Jan-Mar	534,622	878,362	116,023	143,932	122,158	145,907
3rd qtr, Apr-Jun	0	546,449	0	79,355	0	207,336
4th qtr, Jul-Sep	0	969,190	0	139,689	0	477,150
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	56,094,619	135,340,300	11,228,248	31,003,105	21,405,169	48,943,978
1st qtr, Oct-Dec	24,130,707	25,784,477	5,335,337	5,791,763	7,593,195	7,601,090
2nd qtr, Jan-Mar	31,963,912	35,590,853	5,892,911	8,973,830	13,811,974	12,837,901
3rd qtr, Apr-Jun	0	26,703,831	0	5,683,947	0	9,357,679
4th qtr, Jul-Sep	0	47,261,139	0	10,553,565	0	19,147,308
<b>SMALL BUSINESS FIRMS</b>	9,107,227	26,624,157	2,080,503	7,521,970	2,591,302	7,745,039
1st qtr, Oct-Dec	4,172,735	4,438,338	839,388	1,204,131	1,372,313	925,452
2nd qtr, Jan-Mar	4,934,492	5,500,316	1,241,115	1,554,243	1,218,989	1,624,840
3rd qtr, Apr-Jun	0	5,789,164	0	1,530,071	0	1,842,270
4th qtr, Jul-Sep	0	10,896,339	0	3,233,525	0	3,352,477
<b>OTHER BUSINESS FIRMS</b>	46,987,392	108,716,143	9,147,745	23,481,135	18,813,867	41,198,939
1st qtr, Oct-Dec	19,957,972	21,346,139	4,495,949	4,587,632	6,220,882	6,675,638
2nd qtr, Jan-Mar	27,029,420	30,090,537	4,651,796	7,419,587	12,592,985	11,213,061
3rd qtr, Apr-Jun	0	20,914,667	0	4,153,876	0	7,515,409
4th qtr, Jul-Sep	0	36,364,800	0	7,320,040	0	15,794,831
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	16.2	19.7	18.5	24.3	12.1	15.8
1st qtr, Oct-Dec	17.3	17.2	15.7	20.8	18.1	12.2
2nd qtr, Jan-Mar	15.4	15.5	21.1	17.3	8.8	12.7
3rd qtr, Apr-Jun	0	21.7	0	26.9	0	19.7
4th qtr, Jul-Sep	0	23.1	0	30.6	0	17.5

<sup>a/</sup> For definitions and coverage, see notes on coverage.  
<sup>b/</sup> Includes other Defense Agency awards not included elsewhere in this table.  
<sup>c/</sup> Includes foreign firms for performance in U.S.

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**TABLE 2 (concluded)**  
**DoD Prime Contract Awards by Quarter and Type of Contractor,**  
**According to Defense Component: FY 1988 - FY 1987 <sup>a/</sup>**

(AMOUNTS IN THOUSANDS)

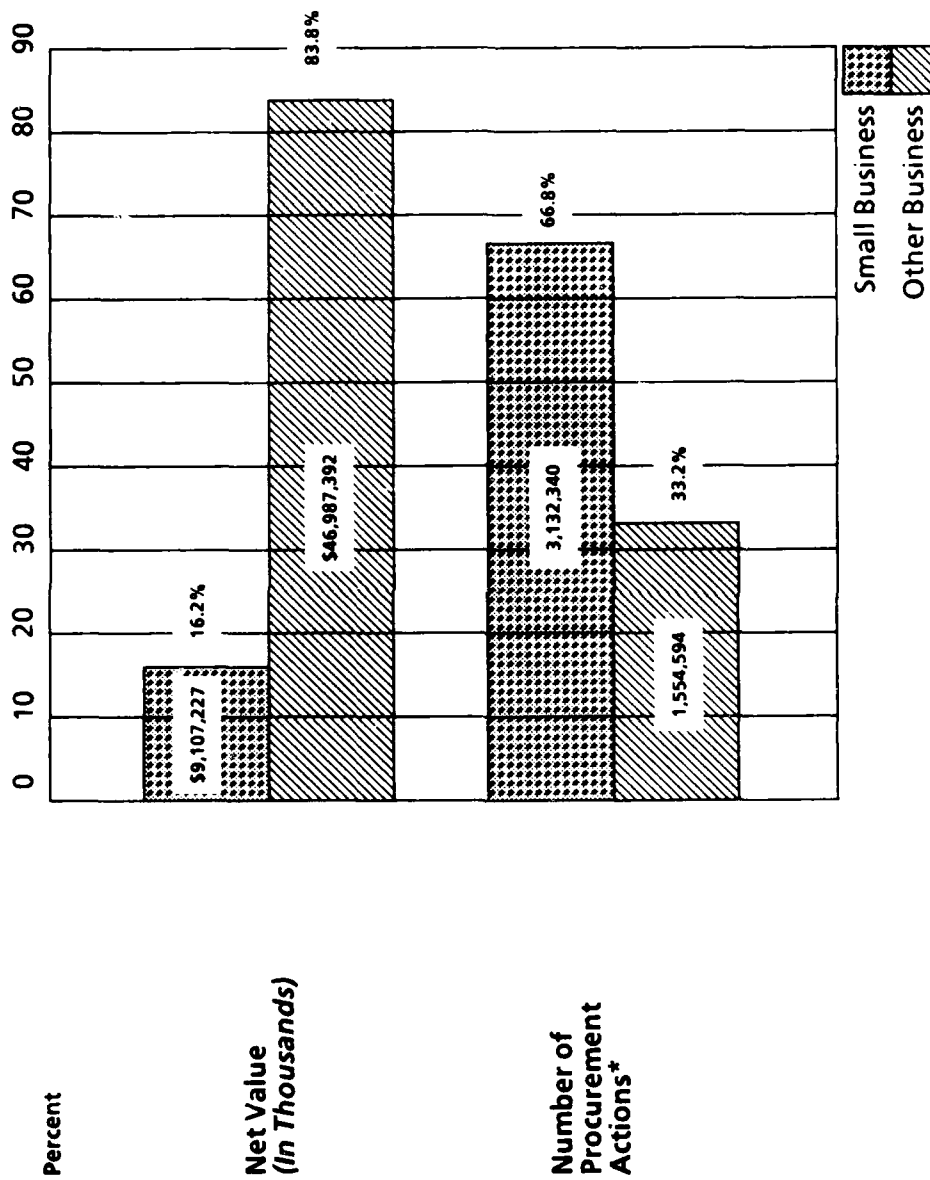
TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1988	1987	1988	1987	1988	1987
<b>TOTAL</b>	\$20,566,183	\$47,305,010	\$5,308,520	\$11,228,689	\$569,483	\$1,980,916
1st Qtr, Oct-Dec	11,315,386	12,012,597	1,837,714	1,961,802	149,492	427,448
2nd Qtr, Jan-Mar	9,250,797	11,282,663	3,470,806	2,641,553	419,991	375,351
3rd Qtr, Apr-Jun	0	10,153,271	0	2,666,654	0	444,844
4th Qtr, Jul-Sep	0	13,856,479	0	3,958,680	0	733,273
<b>INTRAGOVERNMENTAL</b>	761,949	2,729,077	133,401	325,765	25,239	72,940
1st Qtr, Oct-Dec	352,358	327,078	50,883	62,993	9,816	14,448
2nd Qtr, Jan-Mar	409,591	604,997	82,518	58,169	15,423	17,352
3rd Qtr, Apr-Jun	0	787,702	0	119,600	0	17,433
4th Qtr, Jul-Sep	0	1,009,300	0	85,003	0	23,707
<b>FOR WORK OUTSIDE U. S. <sup>c/</sup></b>	811,488	2,366,554	809,765	1,570,998	437	15,769
1st Qtr, Oct-Dec	489,189	590,089	649,590	431,156	307	3,990
2nd Qtr, Jan-Mar	342,299	634,862	160,175	145,641	130	2,079
3rd Qtr, Apr-Jun	0	444,864	0	700,136	0	97
4th Qtr, Jul-Sep	0	696,939	0	294,065	0	9,603
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	990,941	1,594,617	25,136	99,815	9,945	33,173
1st Qtr, Oct-Dec	742,562	895,617	7,940	9,940	1,407	7,115
2nd Qtr, Jan-Mar	248,378	316,822	17,195	27,159	8,538	8,428
3rd Qtr, Apr-Jun	0	132,896	0	18,954	0	6,504
4th Qtr, Jul-Sep	0	208,282	0	43,752	0	10,525
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	18,001,805	40,614,762	4,340,218	9,232,111	533,862	1,859,034
1st Qtr, Oct-Dec	9,751,277	10,199,813	1,129,301	1,457,713	137,962	401,894
2nd Qtr, Jan-Mar	8,250,528	9,725,982	3,210,917	2,410,574	395,900	346,992
3rd Qtr, Apr-Jun	0	8,747,009	0	1,822,964	0	420,710
4th Qtr, Jul-Sep	0	11,941,958	0	3,535,860	0	689,438
<b>SMALL BUSINESS FIRMS</b>	2,110,305	5,361,182	1,877,441	4,162,235	298,777	1,049,735
1st Qtr, Oct-Dec	1,261,435	1,182,075	584,386	768,662	70,799	252,362
2nd Qtr, Jan-Mar	848,870	976,590	1,293,055	996,426	227,978	191,265
3rd Qtr, Apr-Jun	0	1,093,266	0	913,639	0	244,841
4th Qtr, Jul-Sep	0	2,109,251	0	1,483,508	0	361,267
<b>OTHER BUSINESS FIRMS</b>	15,891,500	35,253,580	2,462,777	5,069,876	235,085	809,299
1st Qtr, Oct-Dec	8,489,842	9,017,738	544,915	689,051	67,163	149,532
2nd Qtr, Jan-Mar	7,401,658	8,749,392	1,917,862	1,414,148	167,922	155,727
3rd Qtr, Apr-Jun	0	7,653,743	0	914,325	0	175,869
4th Qtr, Jul-Sep	0	9,832,707	0	2,052,352	0	328,171
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	11.7	13.2	43.3	45.1	56.0	56.5
1st Qtr, Oct-Dec	12.9	11.6	51.7	52.7	51.3	62.8
2nd Qtr, Jan-Mar	10.3	10.0	40.3	41.3	57.6	55.1
3rd Qtr, Apr-Jun	0	12.5	0	50.0	0	58.2
4th Qtr, Jul-Sep	0	17.7	0	42.0	0	52.4

NOTE: Refer to first page of this table for footnotes.

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# Chart I

Number, Net Value, and Percent Distribution of DoD Small and Other Business Procurement Actions:  
First Half FY 1988



\* A procurement action is an award, a termination, an amendment, or any action which changes a prime contract.

**TABLE 3**  
**DoD Prime Contract Awards by Type of Contractor**  
**and Defense Component: FY 1987 - FY 1978** <sup>A/</sup>

(AMOUNTS IN MILLIONS)

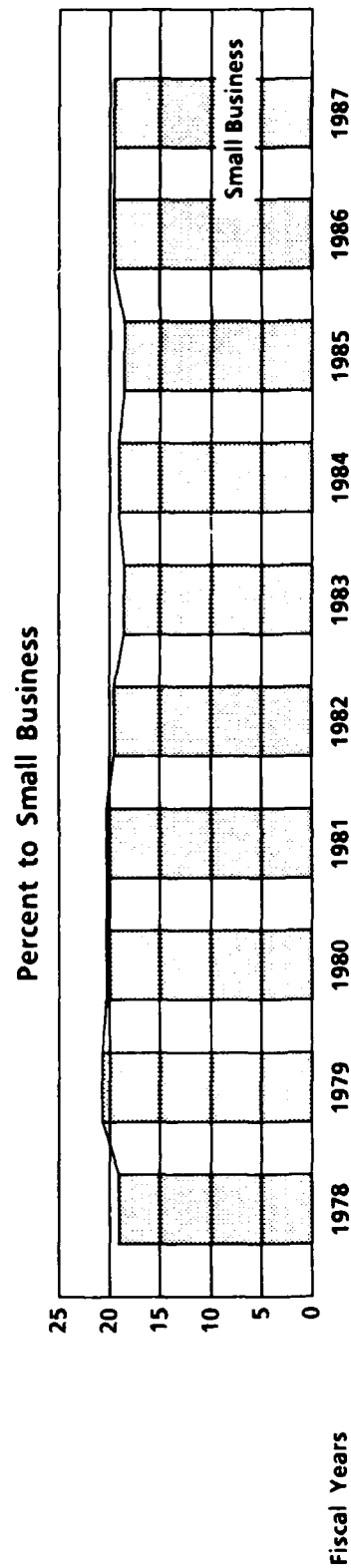
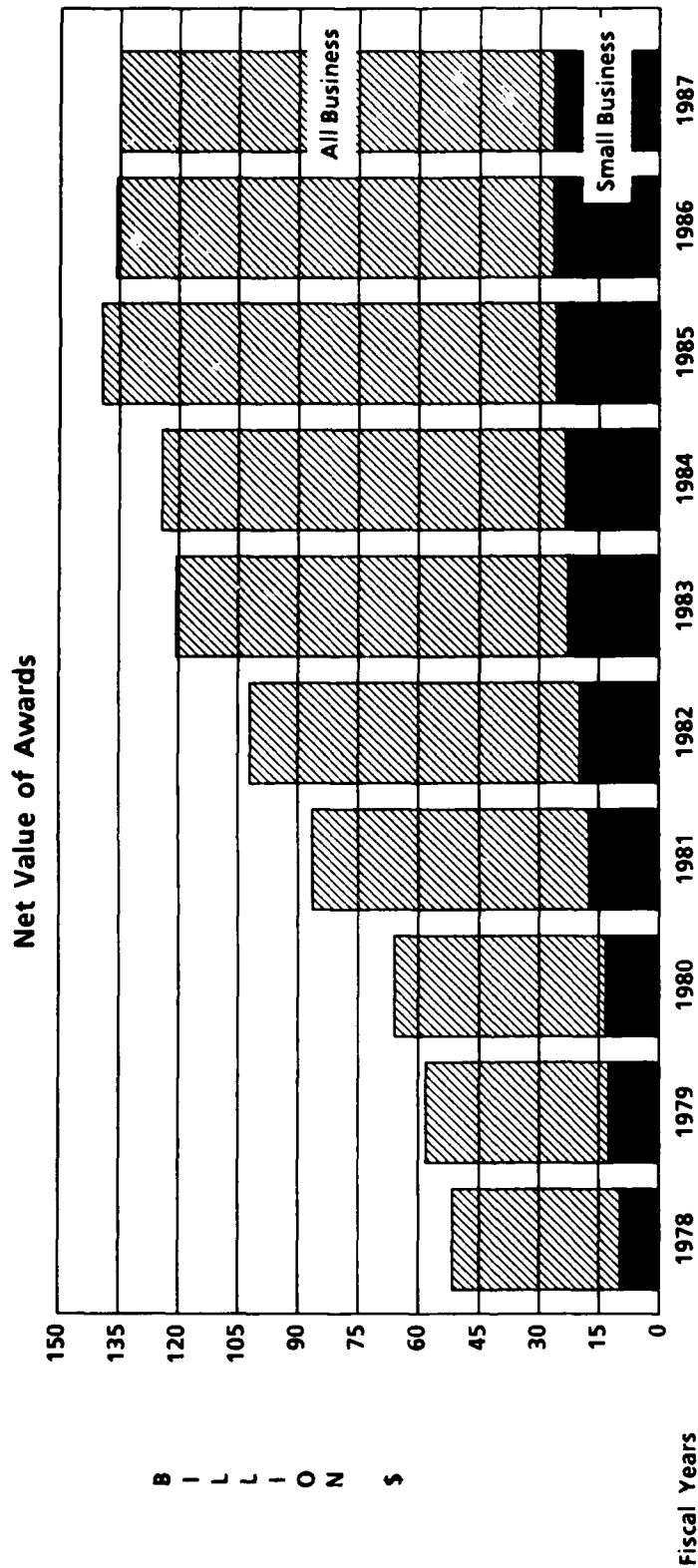
TYPE OF CONTRACTOR	FY 1987	FY 1986	FY 1985	FY 1984	FY 1983	FY 1982	FY 1981	FY 1980	FY 1979	FY 1978
<b>TOTAL</b>	\$156,508	\$158,829	\$163,725	\$146,032	\$140,483	\$124,725	\$105,223	\$83,686	\$70,956	\$65,185
Army	36,800	37,512	37,497	33,399	29,593	29,745	24,058	18,654	16,131	14,022
Navy	54,974	49,630	52,026	45,431	48,658	39,776	29,894	25,371	23,364	21,802
Air Force	47,305	48,852	53,303	46,839	41,436	34,732	29,132	24,681	20,525	19,914
Defense Logistics Agency	11,229	16,547	15,173	14,884	15,196	15,999	17,992	11,262	7,816	8,198
Civil Functions	1,981	1,711	1,767	1,853	1,949	1,959	2,057	1,944	1,608	0
Other Defense Agencies	4,220	4,578	3,960	3,626	3,350	2,514	2,030	1,774	1,512	1,249
<b>INTRAGOVERNMENTAL</b>	8,809	9,884	12,399	10,098	9,903	12,755	9,798	10,160	7,288	7,467
Army	1,900	2,523	2,696	2,636	2,808	4,759	3,661	3,899	2,765	2,345
Navy	3,546	2,841	4,229	3,355	3,106	2,811	2,073	1,624	1,598	1,797
Air Force	2,728	3,712	4,758	3,516	3,404	4,724	3,677	4,252	2,617	3,057
Defense Logistics Agency	328	375	366	274	326	248	221	221	163	171
Civil Functions	73	77	75	67	58	52	43	60	47	0
Other Defense Agencies	236	295	275	250	201	160	133	104	98	97
<b>FOR WORK OUTSIDE U. S. B/</b>	8,863	9,081	8,611	8,311	7,236	7,522	6,559	5,367	3,877	4,011
Army	3,423	3,113	3,205	2,559	2,196	2,208	1,821	1,151	1,066	854
Navy	1,307	1,084	1,268	1,163	1,061	844	561	485	397	309
Air Force	2,207	1,924	2,146	1,849	1,302	1,443	1,317	1,109	1,146	974
Defense Logistics Agency	1,571	2,584	2,535	2,876	2,712	3,188	2,805	2,595	1,237	1,843
Civil Functions	16	4	7	7	2	40	55	57	29	0
Other Defense Agencies	84	87	50	56	41	40	55	57	29	31
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	3,495	3,368	3,129	2,710	2,248	1,984	1,671	1,456	1,247	1,092
Army	474	437	403	343	309	262	211	159	148	127
Navy	1,081	1,152	1,073	965	820	626	509	478	420	398
Air Force	1,595	1,450	1,330	1,167	1,081	946	770	666	550	480
Defense Logistics Agency	100	90	83	60	8	21	19	10	7	7
Civil Functions	33	41	61	44	34	34	78	0	48	0
Other Defense Agencies	212	198	181	131	125	95	85	75	74	70
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	135,340	136,497	139,587	124,912	121,096	102,463	87,195	66,704	58,544	52,615
Army	31,003	31,439	31,192	27,861	24,580	22,515	18,366	13,435	12,151	10,686
Navy	48,944	44,232	45,656	39,948	43,880	35,695	26,752	22,804	20,950	19,298
Air Force	40,615	41,737	45,469	40,507	35,649	27,619	23,368	18,664	16,210	15,403
Defense Logistics Agency	9,232	13,503	12,190	11,673	12,150	12,542	14,947	8,436	6,409	6,177
Civil Functions	1,859	1,588	1,624	1,734	1,854	1,873	1,935	1,826	1,513	0
Other Defense Agencies	3,687	3,997	3,455	3,189	2,982	2,219	1,827	1,539	1,311	1,051
<b>SMALL BUSINESS FIRMS</b>	26,624	26,914	26,049	23,816	22,769	20,143	17,770	13,588	12,171	10,101
Army	7,522	7,628	7,749	6,675	5,604	5,094	4,243	3,240	3,048	2,704
Navy	7,745	7,421	7,022	6,100	5,854	4,552	3,999	3,584	3,280	2,634
Air Force	5,361	4,869	4,703	4,341	3,932	3,453	3,010	2,442	2,145	1,903
Defense Logistics Agency	4,162	5,445	5,136	5,238	6,064	5,888	5,374	3,322	2,842	2,704
Civil Functions	1,050	924	910	891	910	831	750	684	672	156
Other Defense Agencies	784	627	555	534	404	325	253	240	174	0
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	19.7 %	19.7 %	18.7 %	19.1 %	18.8 %	19.7 %	20.4 %	20.4 %	20.8 %	19.2 %
Army	24.3	24.3	24.8	24.0	22.8	22.6	23.1	24.1	25.1	25.3
Navy	15.8	16.8	15.4	15.3	13.3	12.8	14.9	15.7	15.7	13.7
Air Force	13.2	11.7	10.3	10.7	11.0	12.5	12.9	13.1	13.2	12.4
Defense Logistics Agency	45.1	40.3	42.1	44.9	49.9	46.9	36.0	39.5	44.3	43.8
Civil Functions	56.5	58.2	54.4	53.5	49.1	41.1	46.1	41.1	45.2	0
Other Defense Agencies	21.3	15.7	16.1	16.8	13.5	14.6	13.9	15.6	13.1	14.8

<sup>A/</sup> For definitions and coverage, see notes on coverage.  
<sup>B/</sup> Includes foreign firms for performance in U.S.  
\* Less than \$500,000.

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# Chart II

Net Value of DoD Prime Contract Awards to Small Businesses and to All Businesses  
and Percent Distribution to Small Businesses: FY 1978 - 1987





## AWARDS PUBLICIZED TO SMALL BUSINESSES

Table 4 indicates the extent to which the small business community was notified of pending procurement actions and how successful small businesses were in competing for publicized procurements.

The types of procurement included in the category "Awards Publicized to Small Businesses" are: (1) proposed procurements which were listed in the Department of Commerce publication *Commerce Business Daily* (CBD); (2) modifications to contracts which were listed in the CBD; (3) formally advertised procurements which were not published in the CBD; and (4) all other procurements on which small firms were specifically requested to submit proposals.

For the most part, procurements which are not publicized to small businesses relate to classified work, goods or services involving an unusual or compelling emergency.

modifications of contracts which were not listed in the CBD, and delivery orders under contracts which were not listed in the CBD.

During the first six months of fiscal year 1988, 90.3 percent of the total awards to businesses were publicized to small businesses, compared with 91.2 percent during the first six months of FY 1987. Small businesses did not submit bids on 74.9 percent of these publicized procurements in the first half of FY 1988 compared with 73.8 percent in the first half of FY 1987. They were successful in bidding on 18.0 percent of the publicized total this year and were unsuccessful bidders on 7.1 percent. During this same period last year small businesses bid successfully on 17.8 percent of the publicized total and unsuccessfully on 8.3 percent.

The portion of procurement synopsized during October 1987 through March 1988 amounted to 81.2 percent, as compared to 83.7 percent for the same period last year.

**TABLE 4**  
**DoD Prime Contract Awards Publicized to Small Businesses by Method and**  
**Results of Publicizing, According to Defense Component: FY 1988 - FY 1987** A/

(AMOUNTS IN THOUSANDS)

METHOD AND RESULTS OF PUBLICIZING	TOTAL B/				ARMY				NAVY			
	OCT 87 - MAR 88		OCT 86 - MAR 87		OCT 87 - MAR 88		OCT 86 - MAR 87		OCT 87 - MAR 88		OCT 86 - MAR 87	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$63,776,874		\$70,470,992		\$13,210,956		\$17,058,907		\$23,447,029		\$22,893,413	
INTRAGOVERNMENTAL/FMS	3,003,869		3,527,900		815,347		771,898		1,232,552		1,588,628	
FOR WORK OUTSIDE U. S. C/	3,096,145		3,588,443		967,776		1,266,656		478,581		469,146	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	1,582,241		1,979,319		199,585		254,760		330,727		396,648	
<b>METHOD OF PUBLICIZING</b>												
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	56,094,619	100.0	61,375,330	100.0	11,228,248	100.0	14,765,593	100.0	21,405,169	100.0	20,438,991	100.0
PUBLICIZED TO SMALL BUSINESS (SUBTOTAL)	50,656,760	90.3	55,973,115	91.2	9,947,876	88.6	13,212,999	89.5	20,352,131	95.1	19,756,379	96.7
SYNOPSISIZED	45,527,128	81.2	51,380,888	83.7	8,787,336	78.3	12,023,493	81.4	19,133,895	89.4	18,856,463	92.3
NOT SYNOPSISIZED (SUBTOTAL)	2,611,842	4.7	2,147,489	3.5	577,653	5.1	584,777	4.0	563,111	2.6	367,516	1.8
FORMALLY ADVERTISED BUT NOT SYNOPSISIZED	113,198	0.2	96,431	0.2	25,173	0.2	38,192	0.3	46,658	0.2	11,061	0.1
NOT FORMALLY ADVERTISED BUT PROPOSALS REQUESTED FROM SMALL BUSINESS	2,498,644	4.5	2,051,058	3.3	552,480	4.9	546,585	3.7	516,453	2.4	356,455	1.7
SYNOPSIS UNKNOWN	2,517,790	4.5	2,444,738	4.0	582,887	5.2	604,729	4.1	655,125	3.1	532,400	2.6
NOT PUBLICIZED TO SMALL BUSINESS	3,136,337	5.6	3,473,559	5.7	596,573	5.3	895,283	6.1	382,420	1.8	351,447	1.7
PUBLICIZING TO SMALL BUSINESS UNKNOWN (NEGOTIATED AWARDS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS)	2,301,522	4.1	1,928,656	3.1	683,799	6.1	656,311	4.4	670,618	3.1	331,165	1.6
<b>RESULTS OF PUBLICIZING</b>												
PUBLICIZED TO SMALL BUSINESS (SUBTOTAL)	50,656,760	100.0	55,973,115	100.0	9,947,876	100.0	13,212,999	100.0	20,352,131	100.0	19,756,379	100.0
SMALL FIRMS WERE SUCCESSFUL BIDDERS	9,107,327	18.0	9,938,654	17.8	2,080,503	20.9	2,758,374	20.9	2,591,302	12.7	2,550,282	12.9
SMALL FIRMS WERE UNSUCCESSFUL BIDDERS	3,578,759	7.1	4,622,512	8.3	670,639	6.7	1,058,741	8.0	708,252	3.5	1,326,522	7.3
SMALL FIRMS DID NOT SUBMIT BIDS	37,932,448	74.9	41,325,768	73.8	7,183,487	72.2	9,384,511	71.0	17,044,686	83.7	15,762,863	79.8
NOT KNOWN WHETHER SMALL FIRMS SUBMITTED BIDS (FORMALLY ADVERTISED ACTIONS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS)	37,326	0.1	36,181	0.1	13,187	0.1	14,373	0.1	8,108	*	6,272	*

A/ For definitions and coverage, see notes on coverage.  
B/ Includes Other Defense Agency awards not included elsewhere in this table.  
C/ Includes foreign firms for performance in U.S.  
\* Less than 0.05 percent.

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**TABLE 4 (concluded)**  
**DoD Prime Contract Awards Publicized to Small Businesses by Method and**  
**Results of Publicizing, According to Defense Component: FY 1988 - FY 1987** <sup>a/</sup>  
**(AMOUNTS IN THOUSANDS)**

METHOD AND RESULTS OF PUBLICIZING	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 87 - MAR 88		OCT 86 - MAR 87		OCT 87 - MAR 88		OCT 86 - MAR 87		OCT 87 - MAR 88		OCT 86 - MAR 87	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$20,566,183		\$23,295,260		\$5,308,520		\$4,603,355		\$569,483		\$802,799	
INTRAGOVERNMENTAL/FHS	761,949		932,075		133,401		121,162		25,239		31,800	
FOR WORK OUTSIDE U. S. C/	811,488		1,224,951		809,765		576,797		437		6,069	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	990,941		1,212,439		25,136		37,109		9,945		16,044	
<b>METHOD OF PUBLICIZING</b>												
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	18,001,805	100.0	19,925,795	100.0	4,340,218	100.0	3,868,287	100.0	533,862	100.0	748,886	100.0
PUBLICIZED TO SMALL BUSINESS (SUBTOTAL)	15,353,727	85.3	18,115,935	90.9	4,028,734	92.8	3,539,604	91.5	520,427	97.5	735,203	98.2
SYNOPSISIZED	14,084,065	78.2	16,986,388	85.2	2,742,884	63.2	2,524,329	65.3	420,421	78.8	598,883	80.0
NOT SYNOPSISIZED (SUBTOTAL)	681,132	3.8	525,417	2.6	709,235	16.3	418,262	10.8	23,876	4.5	59,963	8.0
FORMALLY ADVERTISED BUT NOT SYNOPSISIZED	9,577	0.1	22,311	0.1	27,262	0.6	15,770	0.4	4,492	0.8	8,647	1.2
NOT FORMALLY ADVERTISED BUT PROPOSALS REQUESTED FROM SMALL BUSINESS	671,555	3.7	503,106	2.5	681,973	15.7	402,492	10.4	19,384	3.6	51,316	6.9
SYNOPSIS UNKNOWN	588,530	3.3	604,130	3.0	576,615	13.3	597,013	15.4	76,130	14.3	76,357	10.2
NOT PUBLICIZED TO SMALL BUSINESS	2,013,232	11.2	1,205,558	5.1	34,171	0.8	22,572	0.6	814	0.2	715	0.1
PUBLICIZING TO SMALL BUSINESS UNKNOWN (NEGOTIATED AWARDS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS)	634,846	3.5	604,302	3.0	277,313	6.4	306,111	7.9	12,621	2.4	12,968	1.7
<b>RESULTS OF PUBLICIZING</b>												
PUBLICIZED TO SMALL BUSINESS (SUBTOTAL)	15,353,727	100.0	18,115,935	100.0	4,028,734	100.0	3,539,604	100.0	520,427	100.0	735,203	100.0
SMALL FIRMS WERE SUCCESSFUL BIDDERS	2,110,305	13.7	2,158,665	11.9	1,877,441	46.6	1,785,088	49.9	298,777	57.4	443,627	60.3
SMALL FIRMS WERE UNSUCCESSFUL BIDDERS	1,175,928	7.7	1,135,206	6.3	904,370	22.4	829,107	23.4	68,192	13.1	93,526	12.7
SMALL FIRMS DID NOT SUBMIT BIDS	12,057,097	78.5	14,813,901	81.8	1,242,205	30.8	938,449	26.5	153,001	29.4	197,680	26.9
NOT KNOWN WHETHER SMALL FIRMS SUBMITTED BIDS (FORMALLY ADVERTISED ACTIONS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS)	10,397	0.1	8,163	0.1	4,718	0.1	6,960	0.2	457	0.1	370	0.1

NOTE: Refer to first page of this table for footnotes.

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## AWARDS BY PROCUREMENT PROGRAM

Data on the net value of prime contract awards to businesses in the United States by procurement program are shown in Table 5 for the first half of FY 1988 and the first half of FY 1987, and in Table 6 for FY 1978 through FY 1987. Table 6a provides data on awards by procurement program, according to the Defense component making the awards, for FY 1978 through FY 1987.

Total DoD procurement from U.S. businesses for work performed in the United States during October 1987 through March 1988, totaled \$56,095 million, \$5,281 million (8.6 percent) less than last year. A comparison of FY 1988 and

FY 1987 first half totals show a decrease in the Major Hard Goods and the Services categories with an increase in the All Other category. The largest increases in the procurement programs were in Ships, \$1,408 million; All Other Supplies and Equipment, \$676 million; Petroleum, \$461 million; and All Actions \$25,000 and Less, \$446 million.

The programs with the largest decreases were Electronics and Communication Equipment, \$3,656 million; Aircraft, \$2,185 million; Construction, \$1,100 million; and Services, \$948 million.

**TABLE 5**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1988 - FY 1987 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

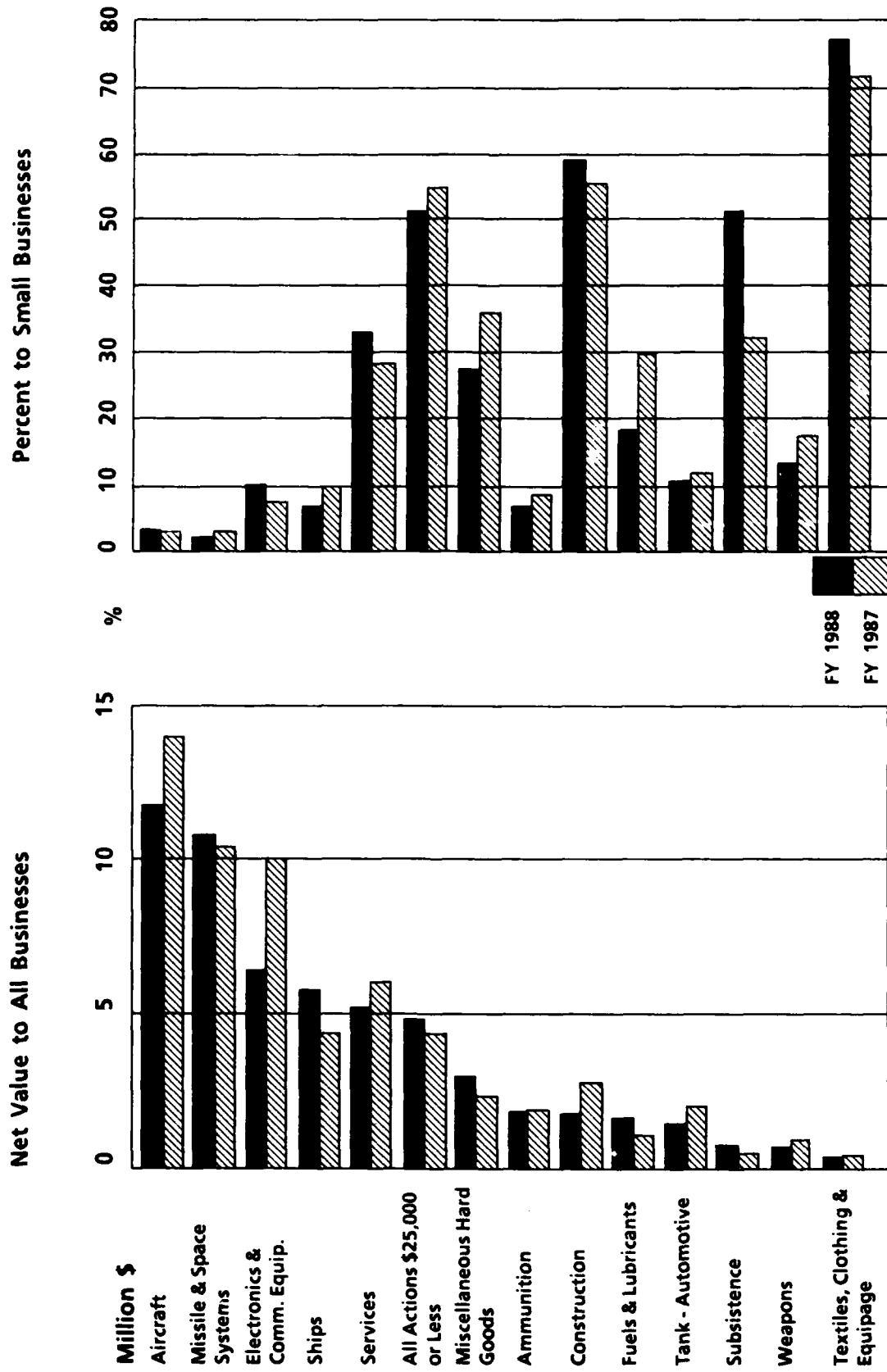
PROCUREMENT PROGRAM	October 1987 - March 1988				October 1986 - March 1987			
	T O T A L		S M A L L B U S I N E S S		T O T A L		S M A L L B U S I N E S S	
	Amount (1)	% (2)	Amount (3)	% (4)	Amount (1)	% (2)	Amount (3)	% (4)
<b>TOTAL</b>	\$63,776.874	100.0	\$9,107,227	100.0	\$70,470,992	100.0	\$9,938,654	100.0
INTRAGOVERNMENTAL	3,003,869				3,527,900			
FOR WORK OUTSIDE U. S. C/	3,096,145				3,588,443			
EDUCATIONAL + NON-PROFIT INSTITUTIONS	1,582,241				1,979,319			
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	56,094,619	89.1	2,147,155	23.6	61,375,330	87.1	2,598,881	26.2
MAJOR HARD GOODS (SUB-TOTAL)	38,749,630	61.1	399,673	4.4	44,007,184	71.3	447,371	4.5
AIRCRAFT (SUB-TOTAL)	11,821,612	18.7	123,901	1.4	9,888,704	16.1	139,665	1.4
AIRCRAFTS AND RELATED ASSEMBLIES AND SPARES	7,820,870	12.4	123,901	1.4	9,888,704	16.1	139,665	1.4
AIRCRAFT ENGINES AND RELATED SPARES	2,455,510	3.9	179,931	2.0	2,260,027	3.7	124,988	1.3
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	1,535,232	2.4	179,931	2.0	1,858,453	3.0	183,568	1.9
MISSILE AND SPACE SYSTEMS	10,756,167	16.9	254,077	2.8	10,531,896	17.2	350,299	3.5
SHIPS	5,760,367	9.0	434,451	4.8	4,351,750	7.1	433,437	4.4
TANK-AUTOMOTIVE (SUB-TOTAL)	1,498,913	2.3	164,241	1.8	2,003,625	3.3	243,898	2.5
COMBAT VEHICLES	1,284,098	2.0	67,017	0.7	1,308,494	2.1	110,870	1.1
NON-COMBAT VEHICLES	234,815	0.4	97,224	1.1	695,131	1.1	132,928	1.3
WEAPONS	695,876	1.1	94,439	1.0	888,501	1.5	155,486	1.6
AMMUNITION	1,838,378	2.9	134,344	1.5	1,919,971	3.1	171,764	1.7
ELECTRONICS AND COMMUNICATION EQUIPMENT	6,378,317	10.0	665,930	7.3	10,033,967	16.4	796,526	8.0
SERVICES	5,169,575	8.1	1,716,092	18.8	6,118,091	10.0	1,733,591	17.4
ALL OTHER (SUB-TOTAL)	12,175,414	19.1	5,243,980	57.6	11,520,345	18.8	5,606,182	56.4
SUBSISTENCE	783,941	1.2	403,326	4.4	519,313	0.9	167,812	1.7
TEXTILES, CLOTHING AND EQUIPAGE	317,144	0.5	243,383	2.7	424,645	0.7	304,821	3.1
FUELS + LUBRICANTS (SUB-TOTAL)	1,551,722	2.4	284,076	3.1	1,083,931	1.8	321,962	3.2
PETROLEUM	1,517,534	2.4	257,255	2.8	1,056,653	1.7	304,563	3.1
OTHER FUELS + LUBRICANTS	31,142	0.0	24,821	0.3	23,970	0.0	14,783	0.2
SEPARATELY PROCURED CONTAINERS, HANDLING EQUIP.	3,046	*	2,138	*	3,308	*	2,616	*
MISCELLANEOUS HARD GOODS (SUB-TOTAL)	2,980,283	4.7	816,246	9.0	2,306,479	3.8	837,197	8.4
BUILDING SUPPLIES	38,703	0.1	25,109	0.3	18,881	*	15,796	0.2
TRANSPORTATION EQUIPMENT	117,607	0.2	35,146	0.4	118,797	0.2	36,559	0.4
CONSTRUCTION EQUIPMENT	3,955	*	1,262	*	68,963	0.1	30,405	0.3
FEDERAL + CENTRAL SUPPLIES + EQUIPMENT	185,894	0.3	47,890	0.5	138,994	0.2	30,405	0.3
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	14,394	*	3,453	*	23,949	*	6,808	0.1
MATERIALS HANDLING EQUIPMENT	84,477	0.1	14,355	0.2	47,097	0.1	13,052	0.1
ALL OTHER SUPPLIES + EQUIPMENT	2,560,453	4.0	688,819	7.6	1,884,186	3.1	733,712	7.4
CONSTRUCTION	1,713,012	2.7	1,016,485	11.2	2,812,583	4.6	1,565,832	15.8
ALL ACTIONS OF \$25,000 OR LESS	4,819,312	7.6	2,480,484	27.2	4,373,394	7.1	2,408,557	24.2

A/ For definitions and coverage, see notes on coverage.  
 B/ Percentage of small business firms (column 3) to all business firms for work in the U.S. (column 1).  
 C/ Includes foreign firms for performance in U.S.  
 \* Less than 0.05 percent.

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### Chart III

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses,  
by Procurement Program: First Half FY 1988-1987



**TABLE 6**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1987 - FY 1983** <sup>A/</sup>

PROCUREMENT PROGRAM		NET VALUE (\$000)					PERCENT				
		FY 1987	FY 1986	FY 1985	FY 1984	FY 1983	FY '87	FY '86	FY '85	FY '84	FY '83
TOTAL		\$156,507,586	\$158,829,340	\$163,725,360	\$146,031,611	\$140,482,972					
INTRAGOVERNMENTAL		8,808,963	9,883,818	12,398,566	10,098,092	9,902,800					
FOR WORK OUTSIDE THE U.S. B/		8,863,365	9,080,746	8,611,099	8,311,482	7,236,372					
EDUCATIONAL AND NONPROFIT INSTITUTIONS		3,494,958	3,367,718	3,129,061	2,709,888	2,247,933					
BUSINESS FIRMS FOR WORK IN THE U.S.											
BUSINESS FIRMS TOTAL		135,340,300	136,497,058	139,586,634	124,912,148	121,095,867	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)		93,015,159	92,822,136	98,144,846	86,315,326	80,806,612	68.7	68.0	70.3	69.1	66.7
Aircraft		34,579,580	32,267,221	34,579,580	29,234,550	26,297,322	20.5	23.6	24.8	23.4	21.7
Missile and Space Systems		19,171,784	18,355,077	18,667,899	16,663,293	14,589,528	14.6	14.2	13.4	13.3	12.1
Ships		14,471,728	10,473,921	10,464,343	9,353,161	12,818,887	8.5	6.9	7.5	7.5	10.6
Tank-Automotive		4,553,562	5,218,926	5,218,926	5,152,663	3,851,566	3.6	3.7	3.7	4.0	3.9
Weapons		2,088,816	2,304,203	2,412,257	2,389,563	4,864,359	3.6	3.7	3.9	3.9	2.0
Ammunition		4,555,004	4,488,985	4,628,521	5,825,111	2,438,970	3.6	3.7	3.9	3.9	2.0
Electronics and Communications Equip.		22,567,471	19,743,183	22,037,558	19,693,514	16,597,137	16.7	14.5	15.8	15.8	13.8
SERVICES		11,044,330	10,447,432	9,126,012	8,478,023	10,397,348	8.2	7.7	6.5	5.8	8.6
ALL OTHER (SUBTOTAL)		31,280,811	33,227,490	32,315,776	30,118,789	29,891,907	23.1	24.3	23.2	24.1	24.7
Substance		1,178,445	1,261,358	1,023,603	1,112,171	1,080,055	0.9	0.9	0.7	0.9	0.9
Textiles, Clothing, and Equipage		985,534	1,057,914	1,143,180	1,086,823	1,081,401	0.7	0.8	0.8	0.8	0.9
Fuels and Lubricants		3,037,834	7,235,691	6,307,354	6,325,959	6,901,100	2.2	5.3	4.5	5.1	5.7
Miscellaneous Hard Goods		6,020,944	5,547,986	5,462,732	4,936,668	4,707,105	4.4	4.1	3.9	4.0	3.9
Construction		8,995,666	7,632,728	7,885,620	6,670,617	6,106,135	6.6	5.6	5.6	5.3	5.0
All Actions of \$25,000 or Less		11,162,388	10,491,813	10,493,287	9,986,511	9,996,111	8.2	7.7	7.5	8.0	8.3
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.											
SMALL BUSINESS TOTAL		26,624,157	26,914,262	26,048,769	23,816,460	22,768,738	19.7	19.7	18.7	19.1	18.8
MAJOR HARD GOODS (SUBTOTAL)		7,145,431	7,481,432	6,801,601	5,854,611	4,992,618	7.7	8.1	6.9	6.8	6.2
Aircraft		1,310,050	1,354,528	1,181,395	996,531	755,526	4.7	4.2	3.4	3.4	2.9
Missile and Space Systems		768,294	645,708	453,777	426,501	385,071	3.9	3.3	2.4	2.6	2.6
Ships		1,475,831	1,499,882	1,298,853	1,217,888	1,016,742	12.9	15.9	12.5	13.0	7.9
Tank-Automotive		710,468	778,849	921,941	876,436	862,574	4.6	4.8	4.8	4.7	18.5
Weapons		330,176	343,008	252,562	219,236	163,180	15.7	14.9	9.6	9.0	6.7
Ammunition		439,079	617,803	643,163	495,753	469,964	9.6	13.8	13.7	12.5	14.7
Electronics and Communications Equip.		2,111,533	2,241,654	2,049,910	1,622,266	1,338,561	9.4	11.4	9.3	8.2	8.0
SERVICES		3,465,667	2,908,988	2,600,109	2,274,420	2,229,732	31.4	27.8	28.5	26.8	21.4
ALL OTHER (SUBTOTAL)		16,013,059	16,523,842	16,647,059	15,687,429	15,546,388	51.2	49.7	51.5	52.1	52.0
Substance		411,720	423,901	429,541	472,776	429,541	34.9	39.6	41.4	42.5	39.4
Textiles, Clothing, and Equipage		740,599	890,877	946,738	814,560	926,279	75.1	84.2	82.8	74.9	84.9
Fuels and Lubricants		857,598	1,899,118	1,699,018	2,095,929	3,084,016	28.2	26.2	26.9	33.1	44.7
Miscellaneous Hard Goods		2,342,794	2,403,778	2,137,975	3,083,006	1,629,796	38.9	43.3	39.5	40.2	34.6
Construction		5,536,190	5,748,109	5,748,887	5,016,817	4,163,563	62.2	66.6	73.0	75.2	68.2
All Actions of \$25,000 or Less		6,124,158	5,748,035	5,664,556	5,304,341	5,313,193	54.9	54.8	54.0	53.1	53.2

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes foreign concerns with performance in U.S.

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**TABLE 6 (concluded)**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1982 - FY 1978** <sup>a/</sup>

PROCUREMENT PROGRAM	NET VALUE (\$000)					PERCENT				
	FY 1982	FY 1981	FY 1980	FY 1979	FY 1978	FY '82	FY '81	FY '80	FY '79	FY '78
<b>TOTAL</b>										
INTRAGOVERNMENTAL	\$124,724,875	\$105,222,886	\$83,686,442	\$70,956,014	\$65,184,850					
FOR WORK OUTSIDE THE U.S. B/	12,755,040	9,798,208	10,159,600	7,287,783	7,467,021					
EDUCATIONAL AND NONPROFIT INSTITUTIONS	7,522,284	6,558,798	5,366,804	3,877,054	4,010,760					
	1,984,448	1,671,352	1,456,299	1,246,788	1,092,242					
<b>BUSINESS FIRMS FOR WORK IN THE U.S.</b>										
<b>BUSINESS FIRMS TOTAL</b>	102,463,093	87,194,528	66,703,739	58,544,389	52,614,877	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)	67,970,460	52,321,936	40,978,875	37,482,290	34,320,667	66.2	61.2	61.4	64.0	65.2
Aircraft	23,132,284	18,538,058	12,485,263	11,623,623	10,975,047	20.6	19.0	18.7	19.9	20.9
Missile and Space Systems	12,151,804	10,332,385	7,889,975	6,660,988	6,560,182	12.4	11.7	11.8	11.4	12.5
Ships	4,355,918	3,393,449	2,955,170	2,038,633	2,441,144	9.3	8.5	8.9	10.3	10.3
Tank-Automotive	2,337,965	1,525,780	2,115,094	2,106,987	2,011,284	4.3	4.4	3.2	3.6	3.8
Weapons	3,560,448	2,053,662	1,921,243	1,717,314	1,842,500	2.3	1.7	1.6	1.6	1.6
Ammunition	3,560,448	2,053,662	1,921,243	1,717,314	1,842,500	3.5	2.4	2.8	3.0	3.0
Electronics and Communications Equip.	14,220,218	11,733,011	9,977,770	8,362,638	6,910,621	13.9	13.5	14.4	14.3	13.1
SERVICES	7,888,730	5,845,754	5,896,879	4,510,041	4,554,033	7.7	6.7	8.8	7.7	8.7
ALL OTHER (SUBTOTAL)	26,703,903	28,026,838	19,827,985	16,552,058	13,740,107	26.1	32.1	29.7	28.3	26.1
Subsistence	1,553,429	1,620,734	1,341,848	1,225,400	1,135,574	1.5	1.8	1.9	2.3	2.1
Textiles, Clothing, and Equipage	1,015,913	1,866,635	1,821,201	1,545,903	1,580,769	1.0	1.0	1.2	1.9	1.3
Fuels and Lubricants	7,666,252	10,351,184	4,595,138	3,052,819	2,800,430	7.5	11.9	6.3	9.9	5.3
Miscellaneous Hard Goods	4,435,559	3,668,716	2,660,240	2,423,621	2,005,122	4.3	4.2	4.3	4.2	4.3
Construction	5,322,632	4,944,586	4,328,427	3,998,192	2,395,388	5.2	5.7	6.5	5.8	4.5
All Actions of \$25,000 or Less	6,710,068	6,573,883	5,781,129	5,208,223	4,663,424	6.5	7.5	8.7	8.9	8.9
<b>SMALL BUSINESS FIRMS FOR WORK IN THE U.S.</b>										
<b>SMALL BUSINESS TOTAL</b>	20,143,383	17,769,984	13,588,494	12,170,749	10,101,310	19.7	20.4	20.4	20.8	19.2
MAJOR HARD GOODS (SUBTOTAL)	4,875,156	3,870,857	3,109,883	2,865,662	2,428,639	7.2	7.3	7.6	7.6	7.1
Aircraft	714,997	576,900	497,230	435,695	386,436	3.4	3.5	4.0	3.7	3.5
Missile and Space Systems	343,705	337,100	257,906	238,327	205,746	2.7	3.3	3.3	3.6	3.1
Ships	1,072,919	1,006,629	699,387	587,070	471,161	11.2	13.6	11.7	9.7	8.7
Tank-Automotive	809,176	450,759	335,007	312,177	308,618	18.6	11.7	15.8	16.7	15.3
Weapons	202,753	177,154	165,037	141,412	155,950	8.7	11.6	15.1	15.4	18.5
Ammunition	437,177	284,123	229,382	203,115	203,115	12.3	12.9	12.3	16.0	12.9
Electronics and Communications Equip.	1,294,429	1,058,192	925,934	826,658	697,613	9.1	9.0	9.7	9.9	10.1
SERVICES	1,828,608	1,556,255	1,473,707	1,151,328	975,464	23.2	26.6	25.0	25.5	21.4
ALL OTHER (SUBTOTAL)	13,439,619	12,342,872	9,004,904	8,153,759	6,897,207	50.3	44.0	45.4	49.3	48.7
Subsistence	633,993	683,623	545,780	594,342	466,344	40.8	40.9	40.7	44.8	41.4
Textiles, Clothing, and Equipage	798,317	844,411	608,880	574,395	514,029	78.6	74.4	74.1	68.3	75.6
Fuels and Lubricants	3,150,058	2,894,886	1,285,931	1,136,039	966,797	41.1	27.6	28.0	37.2	33.6
Miscellaneous Hard Goods	1,744,538	1,537,683	1,016,513	899,233	791,952	39.3	41.9	34.3	37.1	39.5
Construction	3,516,307	3,123,524	2,591,690	2,579,197	1,689,609	66.1	63.2	59.9	64.5	70.8
All Actions of \$25,000 or Less	3,596,408	3,519,235	2,956,110	2,570,553	2,268,476	53.6	53.5	51.1	49.4	48.6

Note: Refer to first page of this table for footnotes.

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**TABLE 6a**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1987 - FY 1986**

A/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1987							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$135,340,300	\$31,003,105	\$48,943,978	\$40,614,762	\$9,232,111	\$1,859,034	\$3,687,310
MAJOR HARD GOODS (SUBTOTAL)	93,015,159	20,508,494	38,071,081	32,042,970	611,982	37,859	1,742,773
Aircraft	27,683,991	3,356,735	9,770,721	14,424,755	121,780	0	0
Missile and Space Systems	19,491,728	3,827,817	7,415,709	8,535,151	2,569	0	228
Ships	11,474,728	69,401	11,306,744	4,616	67,703	26,264	0
Tank-Automotive	4,853,662	4,599,728	38,175	72,552	67,162	888	227
Weapons	2,098,819	699,746	1,033,839	361,858	3,376	0	0
Ammunition	4,555,004	3,544,326	528,613	482,065	0	0	0
Electronics and Communications Equip.	22,567,471	4,325,841	7,977,280	8,161,933	349,392	10,707	1,742,318
SERVICES	11,044,330	2,688,426	3,516,622	2,886,879	140,218	220,612	1,591,573
ALL OTHER (SUBTOTAL)	31,280,811	7,805,185	7,356,275	5,684,913	8,479,911	1,600,563	352,964
Subsistence	1,178,445	87,218	32,720	42,573	1,015,794	140	0
Textiles, Clothing, and Equipage	985,534	33,531	35,608	29,996	882,016	69	314
Fuels and Lubricants	3,037,834	54,106	12,869	38,920	2,930,633	438	868
Miscellaneous Hard Goods	6,020,944	1,165,583	1,697,768	1,140,183	1,774,270	87,809	155,331
Construction	8,895,666	3,435,987	2,784,323	1,335,576	9,965	1,292,304	37,511
All Actions of \$25,000 or Less	11,162,388	3,029,760	2,788,987	3,097,665	1,867,233	219,803	158,940
FISCAL YEAR 1986							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$136,497,058	\$31,438,981	\$44,232,292	\$41,736,732	\$13,503,225	\$1,588,353	\$3,997,475
MAJOR HARD GOODS (SUBTOTAL)	92,822,136	21,195,883	35,026,392	34,057,663	640,790	15,833	1,885,575
Aircraft	32,267,221	3,616,372	10,187,117	18,368,607	95,125	0	0
Missile and Space Systems	19,355,707	4,786,892	7,165,467	7,389,685	2,813	0	10,850
Ships	5,412,931	65,707	9,269,915	1,228	64,593	11,388	320
Tank-Automotive	5,248,926	5,031,299	27,728	116,855	71,564	1,050	73
Weapons	2,304,203	915,705	1,009,322	374,482	4,621	0	45
Ammunition	4,489,965	3,180,970	596,486	712,426	38	0	0
Electronics and Communications Equip.	19,743,183	3,598,938	6,770,357	7,094,336	401,836	3,395	1,874,277
SERVICES	10,447,432	2,353,749	2,978,639	2,989,707	128,021	172,890	1,824,426
ALL OTHER (SUBTOTAL)	33,227,490	7,889,349	6,227,261	4,689,362	12,734,414	1,399,630	287,474
Subsistence	1,261,358	85,378	52,630	28,976	1,064,374	0	0
Textiles, Clothing, and Equipage	1,057,914	52,883	23,417	29,881	961,973	58	359
Fuels and Lubricants	7,235,691	44,825	23,417	45,881	7,121,234	1,017	117
Miscellaneous Hard Goods	5,547,986	1,072,406	1,515,104	1,060,027	1,728,264	60,421	111,764
Construction	7,632,728	3,818,210	1,877,668	785,756	7,196	1,124,063	19,835
All Actions of \$25,000 or Less	10,491,813	2,816,447	2,745,662	2,738,861	1,821,373	214,071	155,399

A/ For definitions and coverage, see notes on coverage.  
 B/ Excludes foreign concerns with performance in U.S.

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**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1985 - FY 1984**

R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1985							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$139,586,634	\$31,192,491	\$45,656,475	\$45,468,686	\$12,189,521	\$1,624,135	\$3,455,326
MAJOR HARD GOODS (SUBTOTAL)	98,144,846	21,528,199	36,609,846	37,660,685	590,188	31,148	1,724,780
Aircraft	34,579,580	3,728,610	10,203,015	20,559,971	87,984	0	0
Missile and Space Systems	18,667,899	3,720,210	6,613,693	8,329,883	2,243	0	1,870
Ships	10,404,343	58,846	10,270,641	211	55,846	20,799	0
Tank-Automotive	5,152,256	4,954,620	38,860	99,896	56,900	1,440	540
Weapons	2,618,277	1,243,399	1,098,152	272,267	4,459	0	0
Ammunition	4,684,833	4,021,313	583,472	80,003	45	0	0
Electronics and Communications Equip.	22,037,658	3,803,201	7,802,013	8,318,454	382,711	8,909	1,722,370
SERVICES	9,126,012	1,963,579	2,624,695	2,800,418	121,830	129,279	1,486,211
ALL OTHER (SUBTOTAL)	32,315,776	7,700,713	6,421,934	5,007,583	11,477,503	1,463,708	244,335
Subsistence	1,023,603	92,041	32,243	27,823	871,496	0	0
Textiles, Clothing, and Equipage	1,143,180	62,494	16,158	42,428	1,021,985	115	0
Fuels and Lubricants	6,307,354	35,171	20,061	60,054	6,189,643	1,193	1,232
Miscellaneous Hard Goods	5,462,732	1,305,386	1,469,008	1,137,522	1,385,205	67,045	98,566
Construction	7,885,620	3,427,273	2,237,907	986,060	11,764	1,198,674	23,942
All Actions of \$25,000 or Less	10,493,287	2,778,348	2,646,557	2,753,696	1,997,410	196,681	120,595
FISCAL YEAR 1984							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$124,912,148	\$27,861,426	\$39,948,244	\$40,506,812	\$11,673,281	\$1,743,693	\$3,178,692
MAJOR HARD GOODS (SUBTOTAL)	86,315,336	19,306,750	31,749,771	33,236,110	513,499	22,752	1,486,454
Aircraft	29,234,550	3,234,569	8,643,098	17,267,971	88,912	0	0
Missile and Space Systems	16,663,293	3,624,636	5,750,289	7,285,976	1,765	0	627
Ships	9,353,141	23,466	9,222,982	489	88,404	17,800	0
Tank-Automotive	4,989,563	4,832,841	11,377	84,583	58,944	1,588	230
Weapons	2,425,864	1,312,801	831,516	279,235	2,312	0	0
Ammunition	3,955,411	3,161,247	672,327	121,837	0	0	0
Electronics and Communications Equip.	19,693,514	3,117,190	6,618,182	8,196,019	273,162	3,364	1,485,597
SERVICES	8,478,023	1,736,469	2,634,093	2,454,712	56,799	108,166	1,487,784
ALL OTHER (SUBTOTAL)	30,118,789	6,818,207	5,564,380	4,815,990	11,102,983	1,612,775	204,454
Subsistence	1,112,171	100,077	42,614	34,254	935,226	0	0
Textiles, Clothing, and Equipage	1,086,823	143,075	26,892	35,018	881,805	0	33
Fuels and Lubricants	6,325,999	331,999	40,212	79,593	6,171,708	2,602	35
Miscellaneous Hard Goods	4,936,668	1,280,376	1,287,800	938,798	1,261,708	91,319	76,746
Construction	6,670,617	2,576,480	1,786,390	2,733,488	6,509	1,323,486	24,504
All Actions of \$25,000 or Less	9,986,511	2,686,300	2,400,472	2,755,029	1,846,106	1,323,368	103,236

Note: Refer to first page of this table for footnotes.

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**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1983 - FY 1982**

a/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1983							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$121,095,867	\$24,580,329	\$43,880,152	\$35,649,243	\$12,149,543	\$1,854,132	\$2,982,463
MAJOR HARD GOODS (SUBTOTAL)	80,806,612	17,031,106	32,860,666	28,984,585	461,071	39,197	1,429,987
Aircraft	26,297,322	2,577,790	8,341,845	15,293,523	84,164	0	0
Missile and Space Systems	14,589,528	3,425,558	4,441,626	6,811,936	1,418	0	8,990
Ships	12,818,867	74,443	12,640,433	1,071	68,909	34,011	0
Tank-Automotive	4,664,359	4,668,843	11,554	133,113	49,425	1,331	93
Weapons	2,439,970	1,522,207	652,377	263,374	2,012	0	0
Ammunition	3,199,429	2,364,330	752,655	79,371	288	0	2,725
Electronics and Communications Equip.	16,697,137	2,597,875	6,020,176	6,402,197	254,855	3,855	1,418,179
SERVICES	10,397,348	1,370,137	5,277,181	2,184,326	35,476	110,086	1,420,142
ALL OTHER (SUBTOTAL)	29,891,907	6,179,086	5,742,305	4,480,332	11,652,996	1,704,849	132,339
Subsistence	1,090,055	103,063	66,835	40,535	879,622	0	0
Textiles, Clothing, and Equipage	1,091,401	9,782	18,709	60,578	1,002,332	0	0
Fuels and Lubricants	6,901,100	17,827	37,259	57,850	6,786,916	1,248	0
Miscellaneous Hard Goods	4,707,105	1,224,554	1,766,083	791,952	1,166,807	117,362	40,347
Construction	6,106,135	2,209,984	1,615,974	850,772	6,833	1,408,567	14,005
All Actions of \$25,000 or Less	9,996,111	2,613,876	2,637,445	2,678,645	1,810,486	177,672	77,987
FISCAL YEAR 1982							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$102,463,093	\$22,515,128	\$35,694,519	\$27,619,417	\$12,541,971	\$1,872,671	\$2,219,387
MAJOR HARD GOODS (SUBTOTAL)	67,870,460	15,880,961	28,821,843	21,699,235	562,299	28,273	877,849
Aircraft	21,132,884	2,108,663	8,466,695	10,519,606	37,882	38	0
Missile and Space Systems	12,711,620	3,091,641	4,476,667	5,138,937	1,595	0	2,780
Ships	9,557,419	33,634	9,423,315	10,685	67,289	22,496	0
Tank-Automotive	4,355,915	4,194,928	8,976	111,734	38,334	1,266	77
Weapons	2,331,955	1,372,754	687,454	269,051	2,610	0	39
Ammunition	3,560,449	2,611,251	582,528	366,050	610	0	0
Electronics and Communications Equip.	14,220,218	2,468,090	5,176,208	5,283,122	413,372	4,473	874,953
SERVICES	7,888,730	1,382,488	3,076,641	2,028,345	29,480	130,983	1,240,793
ALL OTHER (SUBTOTAL)	26,703,903	5,251,679	3,796,035	3,891,837	11,950,192	1,713,415	100,745
Subsistence	1,553,429	259,898	88,442	201,577	1,003,512	0	0
Textiles, Clothing, and Equipage	1,015,913	28,392	14,485	32,766	940,083	136	51
Fuels and Lubricants	7,666,252	34,501	46,115	53,389	7,530,132	2,038	77
Miscellaneous Hard Goods	4,435,559	1,034,325	1,114,239	770,551	1,389,304	95,378	31,732
Construction	5,322,682	2,018,686	1,137,061	668,822	5,713	1,485,309	7,091
All Actions of \$25,000 or Less	6,710,068	1,875,877	1,395,693	2,164,702	1,081,448	130,554	61,794

Note: Refer to first page of this table for footnotes.

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**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1981 - FY 1980**

R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1981							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$87,194,528	\$18,365,681	\$26,752,259	\$23,367,536	\$14,946,845	\$1,934,978	\$1,827,229
MAJOR HARD GOODS (SUBTOTAL)	53,321,936	12,631,119	21,351,572	18,096,454	430,230	49,409	763,152
Aircraft	15,538,058	1,528,304	5,623,494	9,345,483	32,814	7,963	0
Missile and Space Systems	10,232,085	2,564,075	3,437,321	4,169,933	13,693	13	50
Ships	7,393,249	43,043	7,260,713	2,620	54,564	32,309	0
Tank-Automotive	3,848,480	3,744,479	6,589	64,308	28,723	4,381	0
Weapons	1,523,192	804,838	516,698	200,062	1,524	26	44
Ammunition	2,053,861	1,520,388	362,479	170,711	1,262	0	21
Electronics and Communications Equip.	11,733,011	2,425,992	4,084,278	4,143,337	311,650	4,717	763,037
SERVICES	5,845,754	1,119,520	1,699,180	1,884,366	15,989	153,909	972,790
ALL OTHER (SUBTOTAL)	28,026,838	4,615,042	3,701,507	3,386,716	14,500,626	1,731,660	91,287
Subsistence	1,620,734	247,770	71,255	187,346	1,114,363	0	0
Textiles, Clothing, and Equipage	866,635	9,540	13,822	25,390	817,747	110	26
Fuels and Lubricants	10,351,184	20,982	17,444	62,356	10,247,591	2,711	120
Miscellaneous Hard Goods	3,669,716	874,344	880,768	562,377	1,225,199	99,077	27,951
Construction	4,944,686	1,729,822	1,191,212	509,132	4,320	1,498,202	11,998
All Actions of \$25,000 or Less	6,573,883	1,732,604	1,527,006	2,040,115	1,091,406	1,131,560	51,192
FISCAL YEAR 1980							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$66,703,739	\$13,434,960	\$22,804,394	\$18,664,065	\$8,436,425	\$1,826,033	\$1,537,862
MAJOR HARD GOODS (SUBTOTAL)	40,978,875	8,594,566	17,354,105	13,986,262	315,621	56,278	672,043
Aircraft	12,485,263	1,232,844	4,172,890	7,057,184	22,345	0	0
Missile and Space Systems	7,889,975	1,827,542	3,128,886	2,931,941	1,433	0	173
Ships	5,955,170	35,708	5,814,570	82,343	51,062	52,790	48
Tank-Automotive	2,115,094	2,002,544	4,285	184,003	23,437	2,437	0
Weapons	1,091,943	563,010	234,505	184,003	465	0	0
Ammunition	1,853,560	1,244,166	453,619	3,526,576	300	0	0
Electronics and Communications Equip.	9,577,770	1,586,732	3,572,950	1,809,072	216,619	1,051	671,822
SERVICES	5,896,879	841,978	2,257,735	1,809,072	12,278	185,921	789,895
ALL OTHER (SUBTOTAL)	19,827,985	3,998,416	3,192,554	2,868,731	8,108,526	1,583,834	75,924
Subsistence	1,341,848	227,151	61,908	159,245	892,435	0	0
Textiles, Clothing, and Equipage	21,121	16,421	31,127	764,408	164	164	0
Fuels and Lubricants	4,595,136	2,006	17,658	37,012	4,513,918	2,404	141
Miscellaneous Hard Goods	2,860,248	720,006	747,520	396,880	985,562	89,713	20,552
Construction	4,328,427	1,417,333	1,105,528	423,204	4,201	1,388,492	9,668
All Actions of \$25,000 or Less	5,781,129	1,600,782	1,243,509	1,821,153	947,062	1,123,061	45,562

Note: Refer to first page of this table for footnotes.

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**TABLE 6a (concluded)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1979 - FY 1978** R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1979							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$58,544,389	\$12,151,107	\$20,949,815	\$16,210,363	\$6,408,610	\$1,513,362	\$1,311,132
MAJOR HARD GOODS (SUBTOTAL)	37,482,290	8,145,686	16,326,426	12,136,253	275,646	30,344	567,935
Aircraft	11,623,623	1,136,158	4,002,183	6,469,060	16,176	46	0
Missile and Space Systems	6,660,088	1,558,175	2,712,098	2,386,766	498	0	2,551
Ships	6,038,633	36,490	5,933,068	40,584	21,024	27,600	450
Tank-Automotive	2,106,987	2,017,658	14,080	52,713	1,512	1,512	0
Weapons	917,314	540,113	208,642	168,167	293	99	0
Ammunition	1,773,007	1,279,948	290,984	201,616	459	0	0
Electronics and Communications Equip.	8,362,638	1,577,144	3,165,371	2,857,490	196,612	1,186	584,835
SERVICES	4,510,041	622,713	1,603,517	1,476,058	10,202	115,409	682,142
ALL OTHER (SUBTOTAL)	16,552,058	3,382,708	3,019,872	2,598,052	6,122,762	1,367,609	61,055
Substance	1,325,400	220,369	52,037	127,858	925,136	0	0
Textiles, Clothing, and Equipage	547,803	36,185	10,615	34,638	466,181	184	0
Fuels and Lubricants	3,052,819	5,839	14,246	16,464	3,014,735	1,466	69
Miscellaneous Hard Goods	2,423,621	475,229	591,505	373,596	842,344	122,371	18,576
Construction	3,998,192	1,212,099	1,232,194	406,056	4,934	1,135,640	7,269
All Actions of \$25,000 or Less	5,204,223	1,432,987	1,119,275	1,639,440	869,432	1,107,948	35,141
FISCAL YEAR 1978							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$52,614,827	\$10,685,962	\$19,298,388	\$15,402,757	\$6,176,951	\$0	\$1,050,769
MAJOR HARD GOODS (SUBTOTAL)	34,320,687	7,097,347	14,905,571	11,730,900	235,639	0	351,230
Aircraft	10,975,047	1,035,588	3,479,642	6,440,624	19,183	0	0
Missile and Space Systems	6,560,182	1,421,493	3,010,762	2,127,219	483	0	225
Ships	5,441,144	9,877	5,389,711	8,662	32,894	0	0
Tank-Automotive	2,011,284	1,936,544	7,651	49,025	17,665	0	399
Weapons	1,842,509	1,468,341	188,082	185,412	187,674	0	0
Ammunition	1,579,900	1,167,959	238,934	172,827	180	0	0
Electronics and Communications Equip.	6,910,621	1,057,545	2,590,789	2,747,121	164,560	0	350,606
SERVICES	4,554,033	610,779	1,907,705	1,385,047	8,890	0	641,612
ALL OTHER (SUBTOTAL)	13,740,107	2,977,836	2,485,112	2,286,810	5,932,422	0	57,927
Substance	1,125,574	204,050	50,006	100,009	771,509	0	0
Textiles, Clothing, and Equipage	2,680,169	52,959	19,812	23,371	584,027	0	0
Fuels and Lubricants	2,880,430	5,133	15,219	15,219	2,844,528	0	0
Miscellaneous Hard Goods	2,005,122	424,094	366,105	309,810	787,673	0	17,440
Construction	2,385,388	1,044,115	982,672	341,183	9,763	0	7,655
All Actions of \$25,000 or Less	4,663,424	1,246,485	1,051,967	1,497,218	834,922	0	32,832

Note: Refer to first page of this table for footnotes.

## AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percent distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1979 through the first half of fiscal year 1988, are shown in Table 7.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government agencies, amounted to \$11.416 million during the first half of FY 1988 and accounted for 19.8 percent of all DoD procurement. During the first half of FY 1987, the comparable amount was \$13.688 million, which was 21.5 percent of the total awards.

Between FY 1979 and FY 1986, the relative share of RDT&E procurement to total procurement remained consistently around 13 or 14 percent, except for FY 1981 (11.7 percent), and then during FY 1987 it rose to 15.5 percent.

Contract awards for RDT&E by procurement program are shown for FY 1978 through FY 1987 in Table 8. This table shows the percentage of RDT&E awards in each program based on the totals shown in Table 6.

**TABLE 7**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Type of Contractor and Defense Component: FY 1988 - FY 1984 <sup>A/</sup>**

TYPE OF CONTRACTOR	(AMOUNTS IN THOUSANDS)									
	FY 1988 Oct 87 - Mar 88		FY 1987		FY 1986		FY 1985		FY 1984	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$11,589,719		\$21,867,373		\$19,866,651		\$18,995,920		\$18,343,949	
<b>INTRAGOVERNMENTAL</b>	87,332		150,594		118,810		132,146		509,159	
<b>FOR WORK OUTSIDE U. S. <sup>B/</sup></b>	86,186		200,688		181,611		124,636		47,400	
<b>TOTAL, EXCEPT ABOVE</b>	11,416,201	19.8	21,516,091	15.5	19,566,230	14.0	18,739,138	13.1	17,787,390	13.9
Army	1,693,031	14.8	3,164,453	10.1	2,841,728	8.9	2,410,122	7.6	2,125,481	7.5
Navy	3,654,561	16.8	7,366,012	14.7	7,286,119	16.1	6,519,172	14.0	5,662,206	13.8
Air Force	5,795,600	30.5	9,852,135	23.3	8,276,587	19.2	8,720,889	18.6	9,186,425	22.0
Defense Logistics Agency	8,735	0.2	39,551	0.4	18,292	0.1	25,997	0.2	11,546	0.1
Civil Functions	569	0.1	3,695	0.2	2,693	0.2	520	*	230	*
Other Defense Agencies	283,605	43.1	1,090,245	28.0	1,140,811	27.2	1,062,438	29.2	801,502	24.1
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	1,283,660	81.1	2,709,218	77.5	2,616,458	77.7	2,462,973	78.7	2,122,599	78.3
Army	113,048	56.6	283,469	59.8	258,140	59.1	228,339	56.7	181,792	53.0
Navy	253,778	76.7	888,996	82.2	985,425	85.6	954,591	89.0	830,111	86.0
Air Force	895,104	90.3	1,355,845	85.0	1,217,643	84.0	1,123,151	84.5	994,787	85.3
Defense Logistics Agency	4,935	19.6	23,493	23.5	6,880	7.6	9,475	11.5	11,546	19.2
Civil Functions	112	1.1	1,676	5.1	669	1.6	168	0.3	122	0.3
Other Defense Agencies	16,683	84.4	155,739	73.3	147,701	74.7	147,249	81.6	104,231	79.8
<b>BUSINESS FIRMS FOR WORK IN THE U. S.</b>	10,132,541	18.1	18,806,873	13.9	16,949,772	12.4	16,276,165	11.7	15,864,791	12.5
Army	1,579,983	14.1	2,890,984	9.3	2,583,588	8.2	2,181,783	7.0	1,943,689	7.0
Navy	3,900,883	13.9	8,496,258	13.2	6,306,694	14.2	5,564,581	12.2	4,832,055	12.1
Air Force	4,997,386	27.2	8,496,258	20.2	7,038,445	16.8	7,597,128	16.7	8,191,628	20.2
Defense Logistics Agency	3,567	0.1	12,018	0.2	12,022	0.1	18,522	0.1	109	0.0
Civil Functions	246,922	42.2	934,566	25.3	993,110	24.6	915,189	26.5	897,271	21.9
Other Defense Agencies										
<b>SMALL BUSINESS FIRMS</b>	499,627	5.5	1,488,073	5.6	1,263,937	4.7	1,187,546	4.6	915,116	3.8
Army	173,155	8.3	445,496	5.9	363,852	4.8	323,785	4.2	275,505	4.1
Navy	88,008	3.4	349,305	4.5	303,750	4.1	282,593	4.0	184,729	3.0
Air Force	180,160	8.5	474,427	8.8	403,463	8.3	400,629	8.5	295,156	8.8
Defense Logistics Agency	0	0.0	4,877	0.1	1,817	*	14,785	0.3	0	0.0
Civil Functions	457	0.2	1,585	0.2	1,492	0.2	1,176	*	40	*
Other Defense Agencies	57,847	38.8	212,383	27.1	189,563	30.2	165,578	29.8	159,666	29.9

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes foreign firms for performance in U.S.  
 \* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 3.

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**TABLE 7 (concluded)**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Type of Contractor and Defense Component: FY 1983 - FY 1979** <sup>a/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1983		FY 1982		FY 1981		FY 1980		FY 1979	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$16,373,654		\$14,902,239		\$10,501,836		\$9,485,299		\$8,558,669	
<b>INTRAGOVERNMENTAL</b>	931,341		427,858		33,684		72,803		57,001	
<b>FOR WORK OUTSIDE U. S. B/</b>	29,248		29,318		56,263		38,257		21,119	
<b>TOTAL, EXCEPT ABOVE</b>	15,413,065	12.5	14,445,063	13.8	10,411,889	11.7	9,374,239	13.8	8,480,549	14.2
Army	2,048,837	8.2	2,395,687	10.5	2,034,997	11.0	1,913,807	14.1	1,870,554	15.2
Navy	2,825,455	8.6	2,521,450	9.7	2,521,450	8.3	3,108,523	13.4	3,310,552	16.1
Air Force	8,736,326	23.8	7,955,710	27.8	5,326,710	22.1	3,908,189	23.2	3,219,565	18.1
Defense Logistics Agency	3,383	0.1	5,330	*	2,488	*	1,318	*	2,550	18.2
Civil Functions	4,577	0.1	5,586	*	1,707	*	13,318	0.7	2,778	*
Other Defense Agencies	785,927	25.3	569,277	24.6	500,840	26.2	426,563	25.5	377,428	27.3
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	1,734,964	77.2	1,487,815	75.0	1,247,799	74.7	1,127,692	77.5	971,661	77.9
Army	158,476	51.3	142,618	54.2	90,224	42.7	77,435	45.8	65,341	44.1
Navy	573,539	83.0	469,938	75.1	434,538	85.4	414,546	88.7	379,660	90.4
Air Force	910,598	84.3	803,296	84.9	653,093	86.1	576,161	88.5	469,764	85.4
Defense Logistics Agency	5,077	59.8	4,693	22.4	2,291	12.4	1,507	15.1	2,550	36.4
Civil Functions	297	0.9	461	1.4	948	1.2	800	1.4	249	0.5
Other Defense Agencies	86,377	89.4	66,749	70.5	56,705	67.0	57,243	76.4	54,097	73.1
<b>BUSINESS FIRMS FOR WORK IN THE U. S.</b>	13,678,101	11.3	12,957,248	12.6	9,164,090	10.5	8,246,547	12.4	7,508,888	12.8
Army	1,890,161	7.7	2,253,069	10.0	1,944,773	10.6	1,836,372	13.7	1,805,213	14.9
Navy	3,262,866	7.4	3,051,422	8.5	2,107,572	7.9	2,695,067	11.8	2,630,622	12.6
Air Force	7,821,738	21.9	7,149,467	25.9	4,666,656	20.0	3,332,708	17.9	2,749,192	17.0
Defense Logistics Agency	4,206	*	637	*	195	*	362	*	0	0.0
Civil Functions	180	*	125	*	759	*	12,418	0.7	529	0
Other Defense Agencies	698,950	23.4	502,528	22.6	444,135	24.3	369,620	24.0	323,332	24.7
<b>SMALL BUSINESS FIRMS</b>	831,099	3.7	733,139	3.6	678,551	3.8	584,303	4.3	502,384	4.1
Army	214,276	3.8	193,050	3.8	183,757	4.3	104,716	3.2	91,910	3.0
Navy	186,518	3.2	189,178	4.2	175,322	4.4	205,730	5.7	183,703	5.6
Air Force	272,556	6.9	224,730	6.5	205,004	6.8	172,620	7.1	139,400	6.5
Defense Logistics Agency	0	0.0	0	0.0	0	0.0	315	*	0	0.0
Civil Functions	72	*	82	*	680	0.1	144	*	73	0.0
Other Defense Agencies	157,277	38.9	126,089	38.8	113,788	44.9	100,778	42.0	87,308	50.9

NOTE: Refer to first page of this table for footnotes.



**TABLE 8**  
**DoD Prime Contract Awards for Research, Development, Test and Evaluation**  
**by Procurement Program: FY 1987 - FY 1978**<sup>A/</sup>

PROCUREMENT PROGRAM	NET VALUE (\$000)							PERCENT				
	FY 1987	FY 1986	FY 1985	FY 1984	FY 1983	FY '87	FY '86	FY '85	FY '84	FY '83	FY '83	FY '83
<b>TOTAL</b>	\$21,867,373	\$19,866,651	\$18,995,920	\$18,343,949	\$16,373,654	14.0	12.5	11.6	12.6	11.7		
INTRAGOVERNMENTAL FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	150,594 206,688 21,516,091	118,810 124,636 19,566,230	132,146 124,636 18,739,138	509,159 2,787,330	931,341 28,248 15,413,065	1.7 2.3 15.5	1.2 2.0 14.0	1.1 1.4 13.1	5.0 0.6 13.9	9.4 0.4 12.5		
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,709,218	2,616,458	2,462,973	2,122,599	1,734,364	77.5	77.7	78.7	78.3	77.2		
BUSINESS FIRMS TOTAL	18,806,873	16,949,772	16,276,165	15,664,791	13,678,101	13.9	12.4	11.7	12.5	11.3		
MAJOR HARD GOODS (SUBTOTAL)	16,822,698	15,179,229	14,600,815	14,381,018	12,421,625	17.9	16.4	14.9	16.7	15.4		
Aircraft	3,525,937	3,116,087	2,268,048	2,286,443	2,036,249	12.7	9.7	6.6	7.8	7.7		
Missile and Space Systems	6,928,393	5,905,202	6,129,666	6,439,307	5,822,574	35.0	30.5	32.8	38.6	39.6		
Ships	478,206	624,055	674,761	656,612	406,828	4.2	6.6	6.5	7.0	3.2		
Tank-Automotive	195,818	170,809	130,344	126,111	156,603	4.0	3.3	2.5	2.5	3.4		
Weapons	580,352	710,535	612,291	552,749	273,029	27.7	30.8	23.4	22.8	11.2		
Ammunition	489,439	385,670	322,892	282,894	277,585	10.7	8.6	6.9	7.2	8.7		
Electronics and Communications Equip.	4,424,553	4,266,871	4,462,813	4,036,872	3,448,757	19.6	21.6	20.3	20.5	20.7		
SERVICES	1,566,433	1,334,153	1,245,151	998,725	907,078	14.2	12.8	13.6	11.8	8.7		
ALL OTHER (SUBTOTAL)	617,742	436,390	430,199	285,048	349,398	2.0	1.3	1.3	0.9	1.2		
Substance	109	0	0	0	54	*	0.0	0.0	0.0	*		
Textiles, Clothing, and Equipage	8,341	8,195	11,078	18,434	17,906	0.8	0.8	1.0	1.7	1.6		
Fuels and Lubricants	10,343	8,449	7,714	5,995	3,165	0.3	0.1	0.1	0.1	*		
Miscellaneous Hard Goods	555,105	375,886	360,900	209,175	267,401	9.2	6.8	6.6	4.2	5.7		
Construction	1,849	1,802	8,470	2,481	2,046	*	*	0.1	*	*		
All Actions of \$25,000 or Less	42,985	42,058	42,037	50,563	58,826	0.4	0.4	0.4	0.5	0.6		
<b>TOTAL</b>	\$14,902,239	\$10,501,836	\$9,485,299	\$8,558,689	\$8,697,580	11.9	10.0	11.3	12.1	13.3		
INTRAGOVERNMENTAL FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	427,858 29,218 14,445,063	33,584 58,563 10,411,889	72,803 38,257 9,374,239	57,001 21,118 8,480,549	53,085 22,786 8,611,709	3.4 0.4 13.8	0.3 0.9 11.7	0.7 0.7 13.8	0.8 0.5 14.2	0.7 0.8 15.0		
EDUCATIONAL AND NONPROFIT INSTITUTIONS	1,487,815	1,247,799	1,127,692	971,651	783,014	75.0	74.7	77.4	77.9	71.7		
BUSINESS FIRMS TOTAL	12,957,248	9,164,090	8,246,547	7,508,888	7,828,595	12.6	10.5	12.4	12.8	14.9		
MAJOR HARD GOODS (SUBTOTAL)	11,843,980	8,064,524	7,080,738	6,598,370	6,833,718	17.5	15.1	17.3	17.6	19.9		
Aircraft	2,890,439	2,728,101	1,166,736	1,311,988	1,630,378	13.7	4.4	9.3	11.3	14.9		
Missile and Space Systems	5,105,048	4,131,421	2,952,724	2,705,752	2,487,946	40.2	40.4	37.4	40.6	37.9		
Ships	325,572	252,585	304,346	295,868	247,774	3.4	3.4	5.1	4.9	4.6		
Tank-Automotive	156,809	139,416	109,816	116,552	508,924	3.6	3.6	5.2	5.5	25.3		
Weapons	262,973	202,249	198,578	266,119	198,578	11.3	13.3	19.2	29.0	23.6		
Ammunition	269,677	184,803	127,692	198,578	83,497	7.6	13.4	9.9	7.3	5.3		
Electronics and Communications Equip.	2,833,462	2,335,060	2,152,695	1,773,389	1,676,621	19.9	19.9	22.5	21.2	24.3		
SERVICES	878,911	919,269	1,043,534	826,010	909,044	11.1	15.7	17.7	18.3	20.0		
ALL OTHER (SUBTOTAL)	234,357	180,297	122,275	84,508	85,933	0.9	0.6	0.6	0.5	0.6		
Substance	1,324	0	0	0	18	0.1	0.0	0.0	0.0	*		
Textiles, Clothing, and Equipage	9,490	5,322	4,996	5,028	6,349	0.9	0.6	0.6	0.9	0.9		
Fuels and Lubricants	3,887	1,810	1,421	20	1,444	0.1	*	*	*	*		
Miscellaneous Hard Goods	200,633	153,527	103,134	61,278	58,738	4.5	4.2	3.5	2.5	2.9		
Construction	1,732	3,038	7,961	7,726	7,503	*	0.1	*	0.2	0.3		
All Actions of \$25,000 or Less	17,231	16,600	12,763	10,456	11,881	0.3	0.3	0.2	0.2	0.3		

A/ For definitions and coverage, see notes on coverage.

B/ Includes foreign concerns with performance in U.S.

\* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 6.

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## AWARDS BY COMPETITION

### Awards by Extent of Competed Procurement

As shown in Table 9, total DoD awards subject to competition during the first half of fiscal years 1988 and 1987 totaled \$55,545 million and \$60,684 million, respectively. A breakout of these awards are as follows:

	FY 1988		FY 1987	
	Dollars	Percent	Dollars	Percent
Total	\$55,545	100.0%	\$60,684	100.0%
Competed 1/	33,961	61.1	38,222	63.0
Follow-on	10,281	18.5	10,587	17.4
Not Competed	11,303	20.3	11,875	19.6

Table 9 gives the total for both actions and dollars by reporting component for each of these categories.

1/ See Glossary of Terms for definition.

Table 10 displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure where applicable. Full and open competition procedures accounted for 75.1 percent of the competed post-CICA awards during the first half of fiscal year 1988 compared to 74.2 percent for the first half of FY 1987. Actions of \$25,000 or less accounted for 12.9 percent (12.3 percent last year), and other than full and open competition, 12.0 percent (13.6 percent last year).

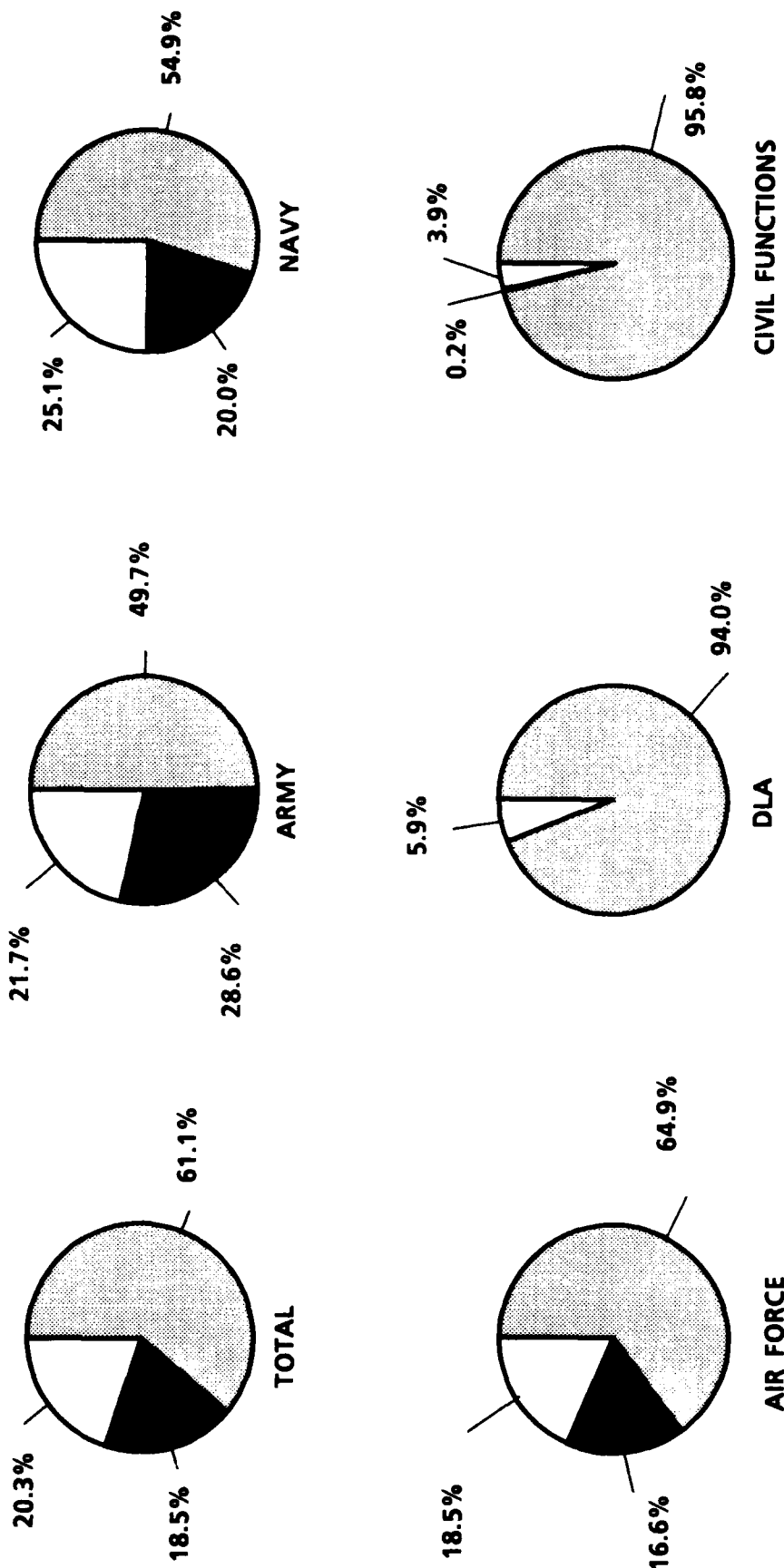
### Solicitation Procedures

Tables 13 and 14 highlight the dollars and procurement actions respectively, for each of the CICA solicitation procedures used by the Department of Defense to procure supplies and services during the first half of both fiscal years 1988 and 1987. See the Federal Acquisition Regulation, Part 6 for a more descriptive definition of the solicitation procedures listed in these tables. Similar data are not collected on awards in support of the Foreign Military Sales (FMS) program and awards of \$25,000 or less.

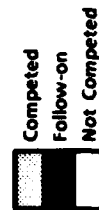
As can be seen in Table 13, the total awards reported during the first half of fiscal year 1988 amounted to \$63.8 billion which was a \$6.7 billion decrease from the first half of FY 1987. Of the first half FY 1988 total, \$7.6 billion (11.9 percent) were for "Foreign Military Sales" and "Actions of \$25,000 or Less". Of the remaining \$56.2 billion, \$41.7 billion (65.4 percent) were pursuant to CICA procedures. The "Full & Open Competition" category accounted for \$20.4 billion or 48.9 percent of the CICA awards. The "Other Than Full & Open Competition" category accounted for \$21.3 billion or 51.1 percent. Similar data are also depicted by DoD component in this table.

Table 14 shows a total of 5,536,697 procurement actions for the first half of fiscal year 1988, a decrease of 145,301 over this same period last year. The major change was a decrease in actions of \$25,000 and less. Distribution by kind of contracting action is also depicted.

**Chart IV**  
**Percent Distribution of DoD Extent of Competed Procurement**  
**According to Defense Component: First Half FY 1988**



Percent of Competitive Base \*



\* Excludes Intragovernmental / FMS, Utilities, BA Program & Brand Name Items for Commissary Resale.

**TABLE 9**  
**DoD Prime Contract Awards by Extent of Competed Procurement**  
**According to Defense Component: FY 1988 - FY 1987 <sup>A/</sup>**

NET VALUE (AMOUNTS IN THOUSANDS)

EXTENT OF COMPETED PROCUREMENT	TOTAL <sup>B/</sup>				ARMY				NAVY			
	Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
<b>TOTAL</b>	\$63,776,874		\$70,470,992		\$13,210,956		\$17,058,907		\$23,447,029		\$22,893,413	
INTRAGOVERNMENTAL/FMS <sup>C/</sup>	2,165,976		2,570,212		582,958		506,553		947,463		1,297,453	
TOTAL, EXCEPT INTRA/FMS	61,610,898		67,900,780		12,627,998		16,552,354		22,499,566		21,595,960	
EXCLUSIONS <sup>D/</sup>	6,065,877		7,216,605		2,008,898		2,073,117		1,529,345		1,680,712	
TOTAL, EXCEPT EXCLUSIONS	55,545,021	100.0	60,684,175	100.0	10,619,100	100.0	14,479,237	100.0	20,970,221	100.0	19,915,248	100.0
COMPETED <sup>E/</sup>	33,960,777	61.1	38,222,062	63.0	5,280,633	49.7	8,012,716	55.3	11,520,322	54.9	11,174,097	56.1
FOLLOW-ON	10,280,934	18.5	10,587,109	17.4	3,034,662	28.6	3,161,927	21.8	4,191,407	20.0	2,760,314	13.9
NOT COMPETED	11,303,260	20.3	11,875,004	19.6	2,303,805	21.7	3,304,594	22.8	5,258,492	25.1	5,980,837	30.0

EXTENT OF COMPETED PROCUREMENT	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
<b>TOTAL</b>	\$20,566,183		\$23,295,260		\$5,308,520		\$4,603,355		\$569,483		\$802,799	
INTRAGOVERNMENTAL/FMS <sup>C/</sup>	538,055		677,142		90,363		73,326		4,142		7,053	
TOTAL, EXCEPT INTRA/FMS	20,028,128		22,618,118		5,218,157		4,530,029		565,341		795,746	
EXCLUSIONS <sup>D/</sup>	2,036,562		2,618,617		251,843		310,474		62,013		75,683	
TOTAL, EXCEPT EXCLUSIONS	17,991,566	100.0	19,999,501	100.0	4,966,314	100.0	4,219,555	100.0	503,328	100.0	720,063	100.0
COMPETED <sup>E/</sup>	11,676,506	64.9	13,730,586	68.7	4,669,781	94.0	3,968,934	94.1	482,423	95.8	697,575	96.9
FOLLOW-ON	2,994,850	16.6	4,545,899	22.7	1,695	*	10,301	0.2	1,076	0.2	960	0.1
NOT COMPETED	3,320,210	18.5	1,723,016	8.6	294,838	5.9	240,320	5.7	19,829	3.9	21,528	3.0

A/ For definitions and coverage, see notes on coverage.  
B/ Includes Other Defense Agency awards not included elsewhere in this table.  
C/ Includes pre-CICA GSA schedule awards.  
D/ Includes awards for utilities, the 8(a) Program and brand name items for commissary resale.  
E/ Includes post-CICA GSA schedule awards.  
\* Less than 0.05 percent.

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**TABLE 9 (concluded)**  
**DoD Prime Contract Awards by Extent of Competed Procurement**  
**According to Defense Component: FY 1988 - FY 1987** <sup>a/</sup>

**NUMBER OF PROCUREMENT ACTIONS**

EXTENT OF COMPETED PROCUREMENT	TOTAL B/						ARMY						NAVY					
	Oct 87-Mar 88			Oct 86-Mar 87			Oct 87-Mar 88			Oct 86-Mar 87			Oct 87-Mar 88			Oct 86-Mar 87		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
<b>TOTAL</b>	5,536,697			5,681,998			1,654,240			1,814,001			1,128,081			1,004,628		
INTRAGOVERNMENTAL/FMS C/	130,112			125,401			36,131			39,990			40,458			25,159		
TOTAL, EXCEPT INTRA/FMS	5,406,585			5,556,597			1,618,109			1,774,011			1,087,613			979,469		
EXCLUSIONS D/	1,987,032			1,886,938			652,758			673,721			650,554			538,793		
TOTAL, EXCEPT EXCLUSIONS	3,419,553	100.0		3,669,659	100.0		965,351	100.0		1,100,290	100.0		437,059	100.0		440,676	100.0	
COMPETED E/	3,024,732	88.5		3,132,930	85.4		874,783	90.6		941,080	85.5		360,339	82.4		339,044	76.9	
FOLLOW-ON	4,624	0.1		6,047	0.2		620	0.1		609	0.1		824	0.2		818	0.2	
NOT COMPETED	390,197	11.4		530,682	14.5		89,948	9.3		158,601	14.4		75,896	17.4		100,814	22.9	

EXTENT OF COMPETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 87-Mar 88			Oct 86-Mar 87			Oct 87-Mar 88			Oct 86-Mar 87			Oct 87-Mar 88			Oct 86-Mar 87		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
<b>TOTAL</b>	1,861,314			1,943,774			641,750			676,546			210,909			207,519		
INTRAGOVERNMENTAL/FMS C/	41,227			44,959			6,410			7,853			5,200			7,285		
TOTAL, EXCEPT INTRA/FMS	1,820,087			1,898,815			635,340			668,693			205,709			200,234		
EXCLUSIONS D/	643,075			632,343			8,935			8,654			29,966			31,268		
TOTAL, EXCEPT EXCLUSIONS	1,177,012	100.0		1,266,472	100.0		626,405	100.0		660,039	100.0		175,743	100.0		168,966	100.0	
COMPETED E/	1,093,725	92.9		1,156,648	91.3		542,128	86.5		565,657	85.7		133,452	75.9		114,685	67.9	
FOLLOW-ON	3,079	0.3		4,509	0.4		4	*		5	*		9	*		1	*	
NOT COMPETED	80,208	6.8		105,315	8.3		84,273	13.5		94,377	14.3		42,282	24.1		54,280	32.1	

Note: Refer to first page of this table for footnotes.

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**TABLE 10**  
**DoD Prime Contract Awards by Solicitation Procedure**  
**According to Extent of Competed Procurement: FY 1988 - FY 1987 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL AMOUNT		EXCLUSIONS <sup>B/</sup>		ADJUSTED TOTAL	
	Oct 87-Mar 88	Oct 86-Mar 87	Oct 87-Mar 88	Oct 86-Mar 87	Oct 87-Mar 88	Oct 86-Mar 87
	Amount	Amount	Amount	Amount	Amount	Amount
<b>TOTAL</b>	\$63,776,874	\$70,470,992	\$8,231,853	\$9,786,817	\$55,545,021	\$60,684,175
FOREIGN MILITARY SALES	1,660,163	2,063,765	1,660,163	2,063,765	0	0
TOTAL PRE-CICA AWARDS	14,492,120	24,884,883	1,690,753	2,942,369	12,801,367	21,942,514
TOTAL POST-CICA AWARDS	47,624,591	43,522,344	4,880,937	4,780,683	42,743,654	38,741,661
Actions of \$25,000 or less	5,928,866	5,430,510	1,998,685	1,758,779	3,930,181	3,671,731
Full & Open Competition <sup>C/</sup>	20,378,614	18,427,690	325,939	168,580	20,052,675	18,259,110
Sealed Bids	1,521,031	1,876,945	31,549	5,065	1,489,482	1,871,880
Competitive Proposal	13,907,075	12,489,744	259,195	140,370	13,647,880	12,349,374
Combination	389,743	209,758	29,465	306	389,278	209,452
Architect-Engineer	162,568	163,135	7,122	1,785	155,446	161,350
Basic Research	243,193	215,625	5,344	2,350	237,849	213,275
Multiple Award Schedule	240,889	210,409	609	140	240,280	210,269
Alternate Source -	959,826	88,427	3,716	3,766	956,110	84,661
Reduced Cost	14,761	386	0	0	14,761	386
Mobilization	932,552	77,423	151	0	932,401	77,423
Eng/R&D Capability	12,513	10,618	3,565	3,766	8,948	6,852
Set Aside	2,954,289	3,177,647	17,939	14,798	2,936,350	3,162,849
O/T Full & Open Competition	21,317,111	19,664,144	2,556,313	2,853,324	18,760,798	16,810,820
Only One Source	14,018,956	12,334,136	810,040	741,301	13,208,916	11,592,835
Unique Source	6,778,525	6,552,756	573,788	660,908	6,204,737	5,891,848
Follow-on	3,405,721	2,249,356	63,932	2,490	3,341,789	2,246,866
Unsolicted Res Prop	96,189	74,079	21,631	35,887	74,558	38,192
Patent/Data Rights	138,371	121,811	14,756	700	123,615	121,111
Utilities	11,587	27,597	11,140	10,734	123,615	16,863
Standardization	5,373	2,582	74	68	5,299	2,514
Other	3,583,190	3,305,955	124,719	30,514	3,458,471	3,275,441
Urgency	921,921	939,882	114,438	18,608	807,483	921,274
Mobilization	3,413,200	3,433,393	73,289	3,075	3,339,911	3,430,318
Essential R&D Capability	737,921	683,143	280,125	682,932	457,796	211
International Agreement	14,702	98,439	338	13,267	14,364	85,172
Authorized by Statute <sup>D/</sup>	1,058,572	1,154,606	1,034,619	1,139,497	23,953	15,109
Authorized Resale	252,218	237,379	224,970	236,616	27,248	763
National Security	899,584	782,862	18,494	17,971	881,090	764,891
Public Interest	37	304	0	57	37	247
Otherwise Auth by Statute	0	0	0	0	0	0

<sup>A/</sup> For definitions and coverage, see notes on coverage.  
<sup>B/</sup> Includes awards for utilities, the 8(a) program and brand name items for commissary resale.  
<sup>C/</sup> Includes post-CICA GSA schedule awards.  
<sup>D/</sup> Includes post-CICA 8(e) program and intragovernmental except GSA schedule awards.

**TABLE 10 (Concluded)**  
**DoD Prime Contract Awards by Solicitation Procedure**  
**According to Extent of Competed Procurement: FY 1988 - FY 1987**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	ADJUSTED TOTAL			COMPETED			FOLLOW ON			NOT COMPETED		
	Oct 87-Mar 88	Oct 86-Mar 87		Oct 87-Mar 88	Oct 86-Mar 87		Oct 87-Mar 88	Oct 86-Mar 87		Oct 87-Mar 88	Oct 86-Mar 87	
	Amount	Amount		Amount	Amount	%	Amount	Amount	%	Amount	Amount	%
TOTAL	\$55,545,021	\$60,684,175		\$33,960,777	\$38,222,062		\$10,280,984	\$10,587,109		\$11,303,260	\$11,875,004	
FOREIGN MILITARY SALES	0	0		0	0		0	0		0	0	
TOTAL PRE-CICA AWARDS	12,801,367	21,942,514		7,852,518	13,600,002		3,569,019	5,566,977		1,379,830	2,775,535	
TOTAL POST-CICA AWARDS	42,743,654	38,741,661		26,108,259	24,622,060	100.0	6,711,965	5,020,132	100.0	9,923,430	9,099,469	100.0
Actions of \$25,000 or less	3,930,181	3,671,731		3,361,925	3,019,318	12.3	0	0	0.0	568,256	652,413	7.2
Full & Open Competition C/	20,052,675	18,259,110		19,603,277	18,259,110	74.2	296,627	0	0.0	152,771	0	0.0
Sealed Bids	1,489,482	1,871,880		1,479,374	1,871,880	7.6	1,026	0	0.0	9,082	0	0.0
Competitive Proposal	13,647,880	12,349,374		13,248,711	12,349,374	50.2	268,366	0	0.0	130,743	0	0.0
Combination	389,278	205,452		388,812	205,452	0.8	95	0	0.0	311	0	0.0
Architect-Engineer	155,446	161,350		152,933	161,350	0.7	134	0	0.0	2,647	0	0.0
Basic Research	237,849	213,275		225,389	213,275	0.9	7,429	0	0.0	5,031	0	0.0
Multiple Award Schedule	240,280	210,269		239,900	210,269	0.9	199	0	0.0	181	0	0.0
Alternate Source -	956,110	84,661		949,117	84,661	0.3	5,841	0	0.0	1,152	0	0.0
Reduced Cost	14,761	386		14,761	386	*	0	0	0.0	0	0	0.0
Mobilization	932,401	77,423		925,450	77,423	0.3	5,841	0	0.0	1,110	0	0.0
Eng/R&D Capability	8,948	6,852		8,906	6,852	*	0	0	0.0	42	0	0.0
Set Aside	2,936,350	3,162,849		2,918,981	3,162,849	12.8	13,805	0	0.0	3,564	0	0.0
O/T Full & Open Competition	18,760,798	16,810,820		3,143,057	3,343,632	13.6	6,415,338	5,020,132	100.0	9,202,403	8,447,056	92.8
Only One Source	13,208,916	11,992,835		358,325	289,208	1.1	6,159,375	4,751,733	94.7	6,991,216	6,571,894	72.2
Unique Source	6,204,737	5,891,848		105,629	160,688	0.7	1,667,898	1,328,383	26.5	4,431,210	4,402,777	48.4
Follow-on	3,341,789	2,246,866		182,055	21,782	0.1	3,097,897	2,225,084	44.3	61,837	0	0.0
Unsolicited Res Prop	74,558	38,192		1,112	4,801	*	102,551	46	*	72,753	33,437	0.4
Patent/Data Rights	123,615	121,111		5,716	16,848	0.1	0	0	0.0	15,338	20,116	0.2
Utilities	447	16,863		404	16,863	0.1	389	0	0.0	43	0	0.0
Standardization	5,239	2,514		184	57	0.0	0	0	0.0	0	329	0.0
Other	3,458,471	3,275,441		53,225	53,669	0.3	1,289,537	1,096,597	21.8	2,105,309	2,115,175	23.2
Urgency	807,483	921,274		143,598	181,072	0.7	162,883	212,251	4.2	501,002	527,951	5.8
Mobilization	3,339,911	3,430,318		2,465,823	2,544,267	10.3	68,724	10,768	0.2	805,364	875,283	9.6
Essential R&D Capability	457,796	211		55,009	0	0.0	2,200	148	*	400,587	53	*
International Agreement	14,364	85,172		73	66,765	0.3	11,859	357	*	2,432	18,050	0.2
Authorized by Statute D/	23,953	15,109		6,748	8,055	*	1,372	133	*	15,833	6,921	0.0
Authorized Resale	27,248	763		105	723	*	0	0	0.0	27,143	40	*
National Security	881,090	764,891		113,339	273,378	1.1	8,925	44,742	0.9	758,826	446,771	4.9
Public Interest	37	247		37	164	*	0	0	0.0	0	83	*
Otherwise Auth by Statute	0	0		0	0	0.0	0	0	0.0	0	0	0.0

\* Less than 0.05 percent.  
 NOTE: Refer to first page of this table for footnotes.

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 Operations and Reports

**TABLE 13**  
**Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure**  
**According to Defense Component: FY 1988 - FY 1987** <sup>A/</sup>

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL DoD B/				ARMY				NAVY			
	Oct 87-Mar 88		Oct 88-Mar 87		Oct 87-Mar 88		Oct 88-Mar 87		Oct 87-Mar 88		Oct 88-Mar 87	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
<b>TOTAL</b>	63,776,874	100.0	70,470,992	100.0	13,210,956	100.0	17,058,907	100.0	23,447,029	100.0	22,893,413	100.0
<b>FOREIGN MILITARY SALES</b>	1,660,163	2.6	2,063,795	2.9	483,742	3.7	399,141	2.3	726,187	3.1	1,077,034	4.7
<b>Actions of \$25,000 or Less</b>	5,928,866	9.3	5,430,510	7.7	1,654,314	12.5	1,668,479	9.8	1,611,075	6.9	1,103,027	4.8
<b>Actions(Except FMS)Over \$25,000</b>	56,187,845	88.1	62,976,717	89.4	11,072,900	83.8	14,991,287	87.9	21,109,767	90.0	20,713,352	90.5
<b>PRE-CICA Actions</b>	14,492,120	22.7	24,884,893	35.3	2,696,406	20.4	4,630,999	27.1	4,107,464	17.5	6,781,431	29.6
<b>POST-CICA Actions</b>	41,695,725	65.4	38,091,824	54.1	8,376,494	63.4	10,360,288	60.7	17,002,303	72.5	13,931,921	60.9
<b>Full &amp; Open Competition C/</b>	20,378,614	31.8	18,427,690	26.2	3,487,378	26.5	4,126,173	24.2	5,630,727	24.0	5,575,157	24.3
<b>Sealed Bids</b>	1,521,031	2.4	1,876,945	2.7	3,493,103	26.5	2,355,824	13.9	4,120,154	17.6	3,933,282	17.2
<b>Competitive Proposal</b>	13,907,075	21.8	12,489,744	17.7	2,241,698	17.0	3,017,117	17.7	3,527,713	15.0	1,126,629	4.9
<b>Combination</b>	389,743	0.6	205,758	0.3	13,239	0.1	88,359	0.5	40,799	0.2	54,901	0.2
<b>Architect-Engineer</b>	182,568	0.3	163,135	0.2	92,729	0.7	65,772	0.4	13,956	0.1	55,127	0.2
<b>Basic Research</b>	243,193	0.4	215,625	0.3	83,797	0.6	27,327	0.2	25,679	0.1	41,142	0.2
<b>Multiple Award Schedule</b>	240,889	0.4	210,409	0.3	34,596	0.3	4,829	0.0	947,889	4.0	77,655	0.3
<b>Alternate Source -</b>	959,826	1.5	88,427	0.1	4,829	0.0	0	0.0	14,803	0.1	77,510	0.3
<b>Reduced Cost</b>	14,761	0.0	386	0.0	0	0.0	87-	0.0	932,356	4.0	145	0.0
<b>Mobilization</b>	932,552	1.4	77,423	0.1	4,829	0.0	4,592	0.0	77,510	0.3	145	0.0
<b>Eng/R&amp;D Capability</b>	12,513	0.0	10,618	0.0	0	0.0	0	0.0	0	0.0	0	0.0
<b>Set Aside</b>	2,954,289	4.6	3,177,647	4.5	623,397	4.7	969,600	5.7	785,729	3.3	815,731	3.6
<b>O/T Full &amp; Open Competition</b>	21,317,111	33.4	19,684,144	27.9	4,889,116	36.9	6,234,115	36.5	10,371,576	44.2	8,356,764	36.5
<b>Only One Source</b>	14,018,956	22.1	12,334,136	17.5	2,902,771	22.0	3,763,111	22.1	8,003,194	34.1	6,113,906	26.7
<b>Unique Source</b>	6,778,525	10.6	6,552,756	9.3	1,729,218	13.1	1,609,006	9.5	4,185,023	17.8	4,386,587	19.2
<b>Follow-on</b>	3,405,721	5.3	2,429,356	3.5	534,411	4.0	1,104,764	6.5	1,832,888	7.8	26,039	0.1
<b>Unolicited Res Prop</b>	96,189	0.1	74,079	0.1	19,264	0.1	19,264	0.1	62,703	0.3	26,337	0.1
<b>Patent/Data Rights</b>	138,371	0.2	121,811	0.2	9,455	0.1	6,713	0.0	2,533	0.0	46,312	0.2
<b>Utilities</b>	11,587	0.0	27,597	0.0	3,117	0.0	3,879	0.0	0	0.0	0	0.0
<b>Standardization</b>	5,373	0.0	2,582	0.0	4,591	0.0	142	0.0	113	0.0	583	0.0
<b>Other</b>	3,583,190	5.6	3,305,955	4.9	613,893	4.6	1,019,343	5.9	1,939,934	8.3	1,018,048	4.4
<b>Urgency</b>	921,921	1.4	939,882	1.3	261,696	2.0	272,670	1.6	192,268	0.8	196,354	0.9
<b>Mobilization</b>	3,413,200	5.3	3,433,393	4.9	1,139,588	8.6	1,397,104	8.1	1,785,950	7.6	1,852,546	8.1
<b>Essential R&amp;D Capability</b>	737,921	1.1	683,143	1.0	9,870	0.1	5,265	0.0	126,361	0.5	28,072	0.1
<b>International Agreement</b>	14,702	0.0	98,439	0.1	0	0.0	13,096	0.1	14,702	0.1	0	0.0
<b>Authorized by Statute D/</b>	1,058,572	1.6	1,154,606	1.6	458,176	3.5	673,555	3.9	231,671	1.0	155,070	0.7
<b>Authorized Resale</b>	252,218	0.4	237,379	0.3	388	0.0	921	0.0	15,916	0.1	7,673	0.0
<b>National Security</b>	899,584	1.4	782,862	1.1	116,627	0.9	108,172	0.6	1,477	0.0	3,143	0.0
<b>Public Interest</b>	37	0.0	304	0.0	0	0.0	221	0.0	37	0.0	0	0.0
<b>Otherwise Auth by Statute</b>	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency Awards not included elsewhere in this table.

C/ Includes post-CICA GSA schedule awards.

D/ Includes post-CICA 8(a) program and intragovernmental except GSA schedule awards.

\* Less than 0.05 percent.

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**TABLE 13 (concluded)**  
**Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure**  
**According to Defense Component: FY 1988 - FY 1987<sup>a/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	20,566,183	100.0	23,295,260	100.0	5,308,520	100.0	4,603,355	100.0	569,483	100.0	802,799	100.0
FOREIGN MILITARY SALES	439,304	2.1	574,478	2.5	9,450	0.2	9,413	0.2	0	0.0	11	*
Actions of \$25,000 or Less	1,543,914	7.5	1,480,911	6.4	927,598	17.5	1,000,372	21.7	113,023	19.8	112,637	14.0
Actions(Except FMS)Over \$25,000	18,582,965	90.4	21,239,871	91.2	4,371,472	82.3	3,593,570	78.1	456,460	80.2	590,151	86.0
PRE-CICA Actions	7,513,072	36.5	12,545,046	53.9	23,761	0.4	64,136	1.4	13,357	2.3	99,903	12.4
POST-CICA Actions	11,069,893	53.8	8,694,825	37.3	4,347,711	81.9	3,529,434	76.7	443,103	77.8	590,248	73.5
Full & Open Competition C/	5,665,901	51.2	4,925,235	56.6	3,869,225	89.0	2,996,092	84.9	417,957	94.3	537,030	91.0
Sealed Bids	109,877	1.0	95,776	1.1	433,853	10.0	449,957	12.7	237,735	53.7	270,376	45.8
Competitive Proposal	4,545,158	41.1	4,005,812	46.1	2,701,188	62.1	1,955,248	55.4	16,927	3.8	19,971	3.4
Combination	21,954	0.2	33,508	0.4	0	0.0	1,148	0.03	1,148	0.3	6,867	1.2
Architect-Engineer	6,432	0.1	7,176	0.1	0	0.0	0	0.0	22,637	5.1	12,669	2.2
Basic Research	144,946	1.3	94,232	1.1	60	0.0	0	0.0	0	0.0	0	0.0
Multiple Award Schedule	168,222	1.5	125,426	1.4	6,787	0.2	1,708	0.04	1,292	0.3	3,546	0.6
Alternate Source -	5,608	0.1	5,343	0.1	1,500	0.03	637	0.02	0	0.0	0	0.0
Reduced Cost	42	*	0	0.0	0	0.0	99	0.00	0	0.0	0	0.0
Mobilization	196	*	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Eng/R&D Capability	5,454	*	5,343	0.1	1,500	0.03	538	0.01	0	0.0	0	0.0
Set Aside	663,704	6.0	557,962	6.4	725,783	16.7	587,588	16.6	138,228	31.2	223,571	37.9
O/T Full & Open Competition	5,403,992	48.8	3,769,590	43.4	478,486	11.0	533,342	15.1	25,136	5.7	53,218	9.0
Only One Source	3,006,637	27.2	2,317,994	26.7	26,176	0.6	28,035	0.8	2,241	0.5	3,652	0.6
Unique Source	833,248	7.5	471,916	5.4	16,586	0.4	18,379	0.5	146	0.03	2,569	0.4
Follow-on	1,030,304	9.3	508,761	5.9	0	0.0	586	0.02	44	*	0	0.0
Unsolicted Res Prop	17,248	0.2	20,223	0.2	0	0.0	0	0.0	0	0.0	0	0.0
Patent/Data Rights	125,655	1.1	68,786	0.8	108	0.00	518	0.01	0	0.0	42	*
Utilities	7,810	0.1	23,158	0.3	650	0.01	146	0.00	0	0.0	0	0.0
Standardization	991,703	9.0	1,223,439	14.1	8,451	0.2	8,406	0.2	2,011	0.5	1,041	0.2
Other	431,177	3.9	430,289	4.9	17,861	0.4	13,372	0.4	511	0.1	3,769	0.6
Urgency	402,251	3.6	31,595	0.4	85,411	2.0	152,141	4.3	0	0.0	0	0.0
Mobilization	601,347	5.4	648,707	7.5	0	0.0	868	0.02	0	0.0	55	*
Essential R&D Capability	0	0.0	84,291	1.0	0	0.0	1,052	0.03	0	0.0	0	0.0
International Agreement	207,274	1.9	139,105	1.6	123,030	2.8	117,242	3.3	22,384	5.1	45,742	7.7
Authorized by Statute D/	906	0.1	8,243	0.1	226,008	5.2	220,542	6.2	0	0.0	0	0.0
Authorized Resale	745,400	6.7	109,366	1.3	0	0.0	0	0.0	0	0.0	0	0.0
National Security	0	0.0	0	0.0	0	0.0	83	0.00	0	0.0	0	0.0
Public Interest	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Otherwise Auth by Statute	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0

NOTE: Refer to first page of this table for footnotes.

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**TABLE 14**  
**Actions and Percent of DoD Prime Contract Awards by Solicitation Procedure**  
**According to Kind of Contracting Action: FY 1988 - FY 1987** <sup>A/</sup>

SOLICITATION PROCEDURE	TOTAL				NEW WORK				DELIVERY ORDERS				MODIFICATIONS			
	Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87		Oct 87-Mar 88		Oct 86-Mar 87	
	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%
TOTAL	5536697	100.0	5681998	100.0	0				0				0			
FOREIGN MILITARY SALES	13598	0.2	17813	0.3	0				0				0			
Actions of \$25,000 or Less	5436350	98.2	5566825	98.0	0				0				0			
Actions(Except FMS)Over \$25,000	86749	1.6	97360	1.7	32854		38469		33591		37054		20304		21837	
PRE-CICA Actions	16157	0.3	27022	0.5	1935		3987		7955		12759		6267		10276	
POST-CICA Actions	70592	1.3	70338	1.2	30919		34482		25636		24295		14037		11561	
Full & Open Competition B/	49134		49299		23753		27035		15641		14583		9740		7681	
Sealed Bids	4884		4672		11732		13765		10187		9125		759		358	
Competitive Proposal	27069		28472		11732		13765		10187		9125		759		358	
Combination	259		230		100		108		445		700		94		61	
Architect-Engineer	1126		1681		270		330		445		700		94		61	
Basic Research	1031		156		278		357		1572		1828		734		594	
Multiple Award Schedule	1586		1645		4		7		1572		1828		734		594	
Alternate Source -	67		61		44		26		6		20		17		15	
Reduced Cost	5		5		29		12		1		13		8		5	
Mobilization	38		30		11		10		5		6		8		10	
Eng/R&D Capability	24		26													
Set Aside	13512	19.1	13602	19.3	8618		9277		2319		2088		2575		2237	
O/T Full & Open Competition	21458		21039		7165		7447		9995		9712		4297		3880	
Only One Source	12107		12470		4642		4660		4851		5463		2614		2347	
Uniform Source	16885		16827		2668		2583		2731		2912		1426		1342	
Follow-up	950		952		258		258		241		405		157		213	
Unolicited Res Prop	210		235		53		108		323		364		128		12	
Patent/Data Rights	480		478		139		3		95		170		0		0	
Utilities	110		185		7		7		3		22		0		1	
Standardization	10		30													
Other	3452		3682		1498		1622		1398		1586		556		475	
Urgency	2155	3.1	2306	3.3	1269		1197		474		753		412		356	
Mobilization	1290	1.8	459	0.7	108		132		838		24		344		303	
Essential R&D Capability	54	0.1	46	0.1	13		12		6		1		35		33	
International Agreement	6	*	181	0.3	5		44		0		64		1		73	
Authorized by Statute C/	2956	4.2	2354	3.3	889		671		1489		1219		578		464	
Authorized Resale	2207	3.1	1963	2.8	40		33		2160		1906		7		24	
National Security	682	1.0	1256	1.8	199		696		177		280		305		280	
Public Interest	1	*	4	*	1		2		0		2		0		0	
Otherwise Auth by Statute	0	0.0			0		0.0		0		0.0		0		0.0	

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes post-CICA GSA schedule awards.  
 C/ Includes post-CICA 8(a) program and intergovernmental except GSA schedule awards.  
 \* less than 0.05 percent.

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## AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 16 shows the net value and percent distribution of DoD prime contract awards over \$25,000 for the first half of fiscal years 1988 and 1987. Data are shown by type of contract pricing provision, according to Defense component. Table 17 provides annual data for fiscal years 1978 through 1987.

During the first half of fiscal year 1988 awards over \$25,000 (excluding intragovernmental awards) totaled \$55,470 million, of which \$40,615 million, or 73.2 percent, were awarded under fixed price procedures and \$13,827 million, or 24.9 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$1,028 million, or 1.9 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 13.2 percent of the total contract awards over \$25,000 during the first half of FY 1988. The use of incentive contracts (both fixed price and cost-types combined) increased from 20.3

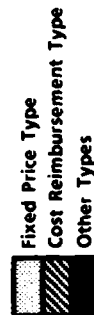
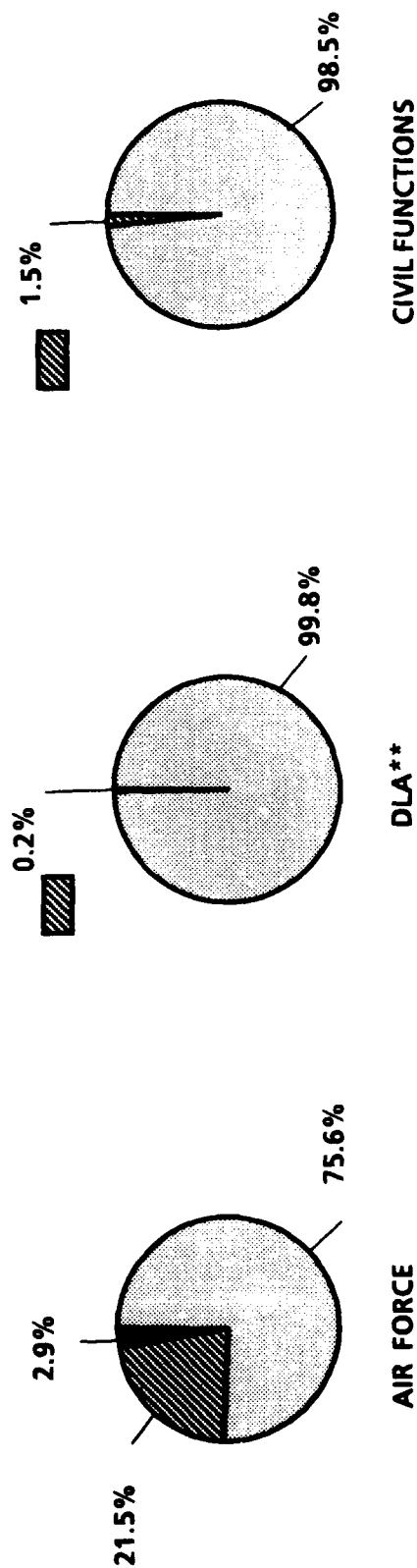
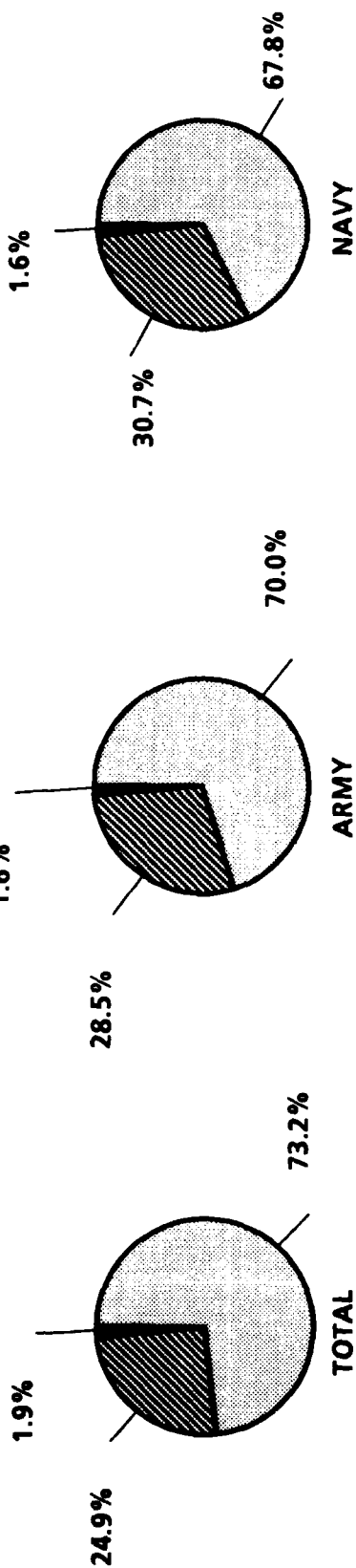
percent of total contract dollars in the first half of FY 1987 to 22.1 percent in the first half of fiscal year 1988. The use of firm fixed-price contracts decreased from 51.8 percent to 48.6 percent.

The total of 81,060 contract actions over \$25,000 for the first half of fiscal year 1988 (see Table 16) includes 32,854 original contract actions and modifications calling for additional work and 48,206 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 14.3 percent and actions representing delivery orders and modifications pursuant to the terms of the original contract decreased by 7.3 percent.

**Chart V**

**Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision,  
According to Defense Component: First Half FY 1988**

Percent of Total Procurement \*



\* Intragovernmental actions and actions \$25,000 or less are excluded.

\*\* Amounts of less than 0.05% are not shown.

**TABLE 16**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component: FY 1988 - FY 1987** A/

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 87 - MRR 88		OCT 86 - MRR 87		OCT 87 - MRR 88		OCT 86 - MRR 87		OCT 87 - MRR 88		OCT 86 - MRR 87	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$63,776.874		\$70,470.992		\$13,210.956		\$17,058.907		\$23,447.029		\$22,893.413	
INTRAGOVERNMENTAL/FMS	3,003.869		3,527.900		815.347		771.898		1,232.552		1,588.628	
ACTIONS \$25,000 OR LESS	5,303.502		4,790.360		1,471.999		1,462.186		1,380.193		907.585	
ACTIONS OVER \$25,000	55,469.503	100.0	62,152.732	100.0	10,923.610	100.0	14,824.823	100.0	20,834.284	100.0	20,397.200	100.0
FIXED PRICE TYPE	40,614.801	73.2	46,779.046	75.3	7,644.082	70.0	11,151.355	75.2	14,122.401	67.8	13,791.763	67.6
FIRM	28,928.855	45.6	32,212.828	51.8	6,159.052	56.4	8,933.598	60.3	9,415.164	45.2	10,968.068	53.8
REDETERMINABLE	9,783.982	15.4	8,984.549	12.8	1,484.930	13.6	2,941.222	20.0	4,707.237	21.5	2,823.695	13.7
INCENTIVE	3,861.626	6.1	5,578.330	9.0	1,294.097	11.8	1,925.162	13.0	2,388.855	11.0	2,904.000	13.8
ECONOMIC PRICE ADJUSTMENT	13,827.034	21.7	14,380.490	20.5	3,108.305	28.5	3,546.412	23.9	6,387.225	30.7	6,345.738	31.1
COST REIMBURSEMENT TYPE	966.851	1.5	1,429.047	2.0	205.889	1.9	302.568	2.0	388.705	1.8	427.326	2.0
NO FEE	7,336.911	11.6	6,956.648	10.0	1,228.069	11.2	1,715.271	11.6	3,641.905	17.5	3,158.627	15.5
FIXED FEE	2,514.947	4.0	3,635.090	5.2	519.666	4.8	536.842	3.6	1,734.130	8.3	2,475.572	12.1
INCENTIVE FEE	3,008.325	4.7	2,359.705	3.5	1,154.671	10.6	991.731	6.7	922.685	4.4	584.213	2.9
AWARD FEE	1,027.668	1.6	993.196	1.4	171.223	1.6	127.056	0.9	324.658	1.5	259.699	1.3
OTHER TYPES	773.887	1.2	672.978	1.0	169.162	1.5	123.883	0.8	249.551	1.2	196.598	1.0
TIME AND MATERIALS	253.781	0.4	320.218	0.5	2,061	19.1	3,173	21.3	75.107	0.4	63.101	0.3
LABOR HOURS												
TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 87 - MRR 88		OCT 86 - MRR 87		OCT 87 - MRR 88		OCT 86 - MRR 87		OCT 87 - MRR 88		OCT 86 - MRR 87	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$20,566.183		\$23,295.260		\$5,308.520		\$4,603.355		\$589.483		\$802.799	
INTRAGOVERNMENTAL/FMS	761.949		932.075		133.401		121.162		25.239		31.800	
ACTIONS \$25,000 OR LESS	1,386.738		1,314.229		909.833		965.595		91.518		91.478	
ACTIONS OVER \$25,000	18,417.496	100.0	21,048.956	100.0	4,265.286	100.0	3,516.598	100.0	452.726	100.0	679.521	100.0
FIXED PRICE TYPE	13,928.314	75.6	16,791.820	79.8	4,255.012	99.8	3,503.532	99.6	445.046	98.5	563.350	97.6
FIRM	8,663.808	47.0	8,802.889	41.8	2,052.962	48.1	2,008.578	57.1	445.651	98.4	558.532	96.9
REDETERMINABLE	12,050.000	58.7	5,828.311	27.7	54	0.0	258	0.0	157	0.0	0	0.0
INCENTIVE	4,311.358	20.7	2,148.001	10.2	2,201.996	51.6	1,494.397	42.5	238	0.1	4,828	0.7
ECONOMIC PRICE ADJUSTMENT	3,960.480	21.5	3,680.342	17.5	8,541	0.2	13,065	0.4	6,680	1.5	16,121	2.4
COST REIMBURSEMENT TYPE	844.831	4.1	950.571	4.1	1,142	0.0	1,394	0.0	5,748	1.3	10,505	1.5
NO FEE	2,152.502	11.7	1,525.740	7.2	7,399	0.2	11,671	0.3	0	0.0	10,276	1.5
FIXED FEE	261.007	1.3	503.515	2.2	0	0.0	0	0.0	0	0.0	0	0.0
INCENTIVE FEE	502.040	2.4	700.516	3.3	0	0.0	0	0.0	932	0.2	5,340	0.8
AWARD FEE	528.702	2.6	576.784	2.7	1,733	0.0	0	0.0	0	0.0	40	0.0
OTHER TYPES	352.635	1.7	330.918	1.6	1,357	0.0	0	0.0	0	0.0	40	0.0
TIME AND MATERIALS	176.067	0.9	245.866	1.1	1,376	0.0	0	0.0	0	0.0	0	0.0
LABOR HOURS												

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes Other Defense Agency awards not included elsewhere in this table.  
 \* Less than 0.05 percent.

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**TABLE 16 (continued)**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component: FY 1988** <sup>a/</sup>

**NUMBER OF PROCUREMENT ACTIONS**

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 87 - MRR 88				OCT 87 - MRR 88				OCT 87 - MRR 88			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	5,536,697				1,654,240				1,128,081			
INTRAGOVERNMENTAL/FMS	389,890				117,334				113,629			
ACTIONS \$25,000 OR LESS	5,065,747				1,518,104				980,020			
ACTIONS OVER \$25,000	81,080	100.0	32,854	48,206	18,802	100.0	7,034	11,768	24,432	100.0	9,754	14,678
FIXED PRICE TYPE	64,136	79.1	29,993	34,143	15,177	80.7	6,397	8,780	16,338	86.9	8,417	7,922
FIRM	60,076	74.1	29,092	30,984	14,207	75.6	6,336	7,871	15,528	83.6	8,290	7,238
REDETERMINABLE	30	*	8	22	5	*	0	5	6	*	3	3
INCENTIVE	2,019	2.5	326	1,693	61	0.3	20	41	677	2.8	96	581
ECONOMIC PRICE ADJUSTMENT	2,011	2.5	567	1,444	904	4.8	41	863	128	0.5	28	100
COST REIMBURSEMENT TYPE	13,140	16.2	2,301	10,839	2,986	15.9	566	2,420	6,065	24.8	978	5,087
NO FEE	1,588	12.0	293	1,295	351	2.9	132	419	156	0.6	49	107
FIXED FEE	9,210	11.4	1,737	7,473	1,223	9.2	343	1,379	4,805	19.7	835	3,970
INCENTIVE FEE	1,882	0.6	16	404	223	1.2	29	194	157	0.6	30	127
AWARD FEE	1,882	2.3	195	1,687	1,887	2.6	62	428	947	3.9	64	883
OTHER TYPES	3,784	4.7	560	3,224	539	3.4	71	568	2,028	8.3	359	1,669
TIME AND MATERIALS	3,113	3.9	486	2,627	528	3.3	66	562	1,809	6.6	225	1,584
LABOR HOURS	611	0.8	134	457	11	0.1	5	6	419	1.7	134	285

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 87 - MRR 88				OCT 87 - MRR 88				OCT 87 - MRR 88			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	1,861,314				641,750				210,909			
INTRAGOVERNMENTAL/FMS	120,685				19,054				13,305			
ACTIONS \$25,000 OR LESS	1,718,291				609,875				196,172			
ACTIONS OVER \$25,000	22,338	100.0	7,112	15,226	12,821	100.0	8,089	4,732	1,432	100.0	439	993
FIXED PRICE TYPE	17,842	79.9	6,424	11,418	12,763	99.5	8,076	4,687	1,410	98.5	436	974
FIRM	16,275	72.9	6,103	10,172	12,066	94.1	7,685	4,381	1,407	98.3	435	972
REDETERMINABLE	16	0.1	3	13	2	*	2	0	0	0.0	0	0
INCENTIVE	1,271	5.7	210	1,061	0	0.0	0	0	1	0.1	0	0
ECONOMIC PRICE ADJUSTMENT	280	1.3	108	172	895	5.4	389	306	2	0.1	1	1
COST REIMBURSEMENT TYPE	3,397	18.2	560	2,837	52	0.4	13	39	22	1.5	3	19
NO FEE	397	3.6	100	697	5	*	0	5	17	1.2	2	15
FIXED FEE	2,098	8.4	387	1,711	47	0.4	13	34	0	0.0	0	0
INCENTIVE FEE	99	0.4	16	83	0	0.0	0	0	0	0.0	0	0
AWARD FEE	403	1.8	57	346	0	0.0	0	0	5	0.3	1	4
OTHER TYPES	1,099	4.9	128	971	6	*	0	6	0	0.0	0	0
TIME AND MATERIALS	923	4.1	113	810	3	*	0	3	0	0.0	0	0
LABOR HOURS	176	0.8	15	161	3	*	0	3	0	0.0	0	0

NOTE: Refer to first page of this table for footnotes.

**TABLE 16 (concluded)**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component: FY 1987** <sup>R/</sup>

**NUMBER OF PROCUREMENT ACTIONS**

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/			ARMY			NAVY		
	OCT 86 - MAR 87			OCT 86 - MAR 87			OCT 86 - MAR 87		
	TOTAL	%	NEW WORK	TOTAL	%	NEW WORK	TOTAL	%	NEW WORK
<b>TOTAL</b>	5,681,998			1,814,001			1,004,628		
INTRAGOVERNMENTAL/FMS	426,344			134,195			104,893		
ACTIONS \$25,000 OR LESS	5,164,586			1,557,126			875,313		
ACTIONS OVER \$25,000	90,468	100.0	38,469	22,680	100.0	9,421	24,422	100.0	8,478
FIXED PRICE TYPE	72,400	80.0	34,930	18,483	81.5	8,535	15,912	65.2	7,054
FIRM	67,962	75.1	33,760	17,391	76.7	8,431	15,249	62.4	6,950
REDETERMINABLE	32	*	5	76	*	0	338	2.2	71
INCENTIVE	2,238	2.5	438	131	0.6	36	538	2.2	71
ECONOMIC PRICE ADJUSTMENT	2,168	2.4	725	1,442	4.2	58	116	0.5	40
COST REIMBURSEMENT TYPE	14,485	16.0	3,006	11,479	15.7	859	6,506	27.0	1,124
NO FEE	2,260	2.5	533	1,717	3.5	236	5,339	2.2	548
FIXED FEE	9,981	11.0	2,142	7,839	9.6	531	1,635	20.6	500
INCENTIVE FEE	611	0.7	115	20	0.1	26	1,176	0.7	47
AWARD FEE	1,633	1.8	206	1,427	1.7	66	869	3.6	59
OTHER TYPES	3,583	4.0	533	644	2.8	37	1,904	7.8	290
TIME AND MATERIALS	2,990	3.3	342	631	2.8	33	1,513	6.2	132
LABOR HOURS	593	0.7	191	13	0.1	4	391	1.6	158
<b>DEFENSE LOGISTICS AGENCY</b>									
<b>AIR FORCE</b>									
<b>CIVIL FUNCTIONS</b>									
<b>DEFENSE LOGISTICS AGENCY</b>									
<b>AIR FORCE</b>									
<b>CIVIL FUNCTIONS</b>									
<b>TOTAL</b>	1,943,774			676,546			207,519		
INTRAGOVERNMENTAL/FMS	143,173			23,512			16,224		
ACTIONS \$25,000 OR LESS	1,776,700			638,604			189,235		
ACTIONS OVER \$25,000	23,901	100.0	8,506	14,430	100.0	10,123	2,060	100.0	835
FIXED PRICE TYPE	19,771	82.7	7,767	14,377	99.6	10,109	2,015	97.8	825
FIRM	17,835	74.6	7,300	13,674	94.8	9,632	2,003	97.2	823
REDETERMINABLE	1,556	6.5	327	1,250	4	1	0	0.0	0
INCENTIVE	1,370	1.5	138	699	0.8	475	12	0.6	2
ECONOMIC PRICE ADJUSTMENT	3,181	13.3	615	2,556	3.8	14	44	2.1	10
COST REIMBURSEMENT TYPE	3,181	13.3	615	2,556	3.8	14	44	2.1	10
NO FEE	1,801	3.4	164	1,537	2.3	2	33	1.6	4
FIXED FEE	1,870	7.8	360	1,510	4.7	12	35	0.1	28
INCENTIVE FEE	1,180	0.8	35	1,144	0	0	0	0.0	0
AWARD FEE	330	1.4	55	275	0	0	8	0.4	2
OTHER TYPES	949	4.9	124	825	0	0	1	*	0
TIME AND MATERIALS	767	3.9	102	655	0	0	1	*	0
LABOR HOURS	182	0.8	22	160	0	0	0	0.0	0

NOTE: Refer to first page of this table for footnotes.

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**TABLE 17**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision**  
**FY 1987 - FY 1978** <sup>A/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	FY 1987		FY 1986		FY 1985		FY 1984		FY 1983	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$135,458,767	100.0	\$137,542,840	100.0	\$139,912,096	100.0	\$125,018,710	100.0	\$119,805,115	100.0
<b>FIXED PRICE TYPE (SUB-TOTAL)</b>	108,133,372	79.8	112,101,580	81.5	115,552,316	82.6	100,916,834	80.7	98,130,187	81.9
Firm	78,874,574	58.1	73,860,472	53.7	74,503,325	53.3	62,835,664	50.3	55,195,592	46.1
Redeterminable	3,052	*	199,018	0.1	297,280	0.2	567,881	0.5	907,403	0.8
Incentive	19,025,753	14.0	21,337,310	15.6	24,337,617	17.4	21,840,000	17.5	25,359,090	21.2
Escalation	10,429,983	7.7	16,644,780	12.1	16,414,094	11.7	15,673,309	12.5	16,668,102	13.9
<b>COST REIMBURSEMENT AND OTHER TYPES</b>	27,325,395	20.2	25,441,260	18.5	24,359,780	17.4	24,101,876	19.3	21,674,928	18.1
No Fee	2,779,325	2.1	2,137,867	1.6	2,075,797	1.5	1,880,809	1.5	1,670,481	1.4
Fixed Fee	13,006,905	9.6	11,897,165	8.6	11,400,151	8.1	10,439,865	8.4	11,306,829	9.4
Incentive Fee	5,156,987	3.8	7,330,251	5.3	6,369,419	4.6	6,675,890	5.3	4,487,490	3.7
Award Fee	4,448,988	3.1	3,865,876	2.8	3,295,754	2.4	3,946,301	3.2	3,133,389	2.7
Other B/	2,235,210	1.7	1,790,101	1.3	1,218,659	0.9	1,159,011	0.9	1,016,739	0.8
<b>TOTAL</b>	\$104,776,138	100.0	\$88,362,777	100.0	\$87,340,684	100.0	\$58,114,392	100.0	\$52,748,848	100.0
<b>FIXED PRICE TYPE (SUB-TOTAL)</b>	80,326,610	76.7	68,617,523	77.7	50,736,033	75.3	43,143,170	74.2	38,803,542	73.6
Firm	52,700,545	50.3	42,092,404	47.6	31,056,373	46.1	26,358,716	45.4	20,909,464	39.6
Redeterminable	1,348,508	1.3	1,504,164	1.7	1,204,045	1.8	1,204,659	2.1	927,337	1.8
Incentive	16,426,479	15.7	11,754,072	13.3	8,160,808	12.1	9,704,959	16.7	10,476,139	19.9
Escalation	9,851,078	9.4	13,266,883	15.0	10,314,807	15.3	5,874,836	10.1	6,490,602	12.3
<b>COST REIMBURSEMENT AND OTHER TYPES</b>	24,449,528	23.3	19,745,254	22.3	16,604,651	24.7	14,971,222	25.8	13,945,306	26.4
No Fee	1,958,292	1.9	1,367,621	1.5	1,333,227	2.0	1,162,825	2.0	1,174,687	2.2
Fixed Fee	9,930,364	9.5	7,104,342	9.0	7,104,473	10.6	6,683,882	11.5	5,714,745	10.8
Incentive Fee	7,953,877	7.6	6,674,309	7.6	5,537,983	8.2	5,078,528	8.7	5,133,722	9.7
Award Fee	3,643,699	3.5	2,953,515	3.3	2,019,427	3.0	1,549,047	2.7	1,522,149	2.9
Other B/	963,296	0.9	815,467	0.9	609,541	0.9	496,940	0.9	400,003	0.8

A/ For Definitions and Coverage, See Notes on Coverage.  
B/ Includes Time and Materials and Labor Hour Contracts.  
\* Less than 0.05 percent.

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## DOD SMALL BUSINESS SUBCONTRACTING PROGRAM

Commitments for DoD small business subcontracting work by 1,469 reporting large contractors totaled \$53,116 million in FY 1987, which was a 0.4 percent increase from the \$52,898 million reported by 1,353 large contractors in FY 1986.

Small businesses received 40.6 percent of the total committed for subcontracting work during FY 1987, compared with 38.5 percent for FY 1986. Comparative data for FY 1978 through FY 1987 are given below.

(Amounts in Millions)

	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987
1. Number of Large Contractors Reporting	810	832	1,023	1,133	1,170	1,173	1,208	1,205	1,353	1,469
2. Military Subcontract Commitments	\$17,482	\$21,245	\$25,499	\$33,937	\$35,329	\$39,796	\$47,582	\$54,494	\$52,898	\$53,116
a. Small Businesses	7,115	9,071	10,824	13,006	13,380	15,598	17,957	20,145	20,362	21,559
b. Other Businesses	10,367	12,174	14,675	20,931	21,949	24,198	29,625	34,349	32,536	31,557
3. Percent of Total to Small Business Concerns (Line 2a / Line 2)	40.7	42.7	42.4	38.3	37.9	39.2	37.7	37.0	38.5	40.6

## GLOSSARY OF TERMS

**Businesses.** Businesses are companies, individuals, or partnerships organized for profit, including small businesses as defined below.

**Civil Functions.** Functions primarily associated with the Civil Works program of the Army Corps of Engineers. This program encompasses planning, programming, designing, constructing, and operating Federal Water resource projects for navigation, flood control, hydroelectric power production, water supply, recreation, and related activities. Also included are cemetery work and conservation management.

### **Competed Procurement.**

For solicitations issued prior to the Competition in Contracting Act (CICA):

**Price Competition** - Two or more bids or offers were received under formal advertising or negotiated methods of procurement, and award was made to the lowest responsive and responsible bidder or offeror.

**Technical & Design Competition** - Two or more offers were received, and award was made to the offeror with the best overall technical and design proposal. Cost is one of the factors in the evaluation. Sources for most major weapon systems resulted from initial competition in the design and development stage.

For solicitations issued subsequent to the Competition in Contracting Act:

**Awards** where solicitations were issued pursuant to full and open competition procedures or awards where two or more offers were received following solicitation pursuant to other than full and open competition procedures, and award was made to the lowest responsive and responsive offeror.

**Defense Logistics Agency.** The Defense Supply Agency (DSA) was established on January 1, 1962, to manage, procure, and distribute certain common supplies, activities which had previously been the responsibility of the individual military departments. The agency name was changed on January 1, 1977, to the Defense Logistics Agency (DLA).

**Educational and Nonprofit Institutions.** Any corporation, foundation, trust, or institution operating on a not-for-profit basis. Included are educational and scientific institutions, hospitals of a nonprofit nature, and state, local, and other non-Federal government agencies. If the work of these institutions meets the criteria of the category "Work Outside the United States" (see below), it is included in the data for that category.

**Intragovernmental Order.** Orders written by a military department or Defense agency purchasing office requesting that a non-Defense Federal agency furnish supplies or services from its stocks, in-house manufacturing facilities, or contracts.

**Location of Work.** The place where an item is to be manufactured, assembled, or otherwise supplied by the prime contractor; the place where the service is to be performed; or the site of a construction project.

**Military Functions.** Activities normally associated with the support of the Uniformed Services.

**Net Value.** The net amount of debit and credit procurement actions recorded during the period.

#### Other Defense Agencies

Armed Forces Radio & Television Service  
Defense Advanced Research Projects  
Agency  
Defense Commercial Communications Office  
Defense Communications Agency  
Defense Mapping Agency  
Defense Nuclear Agency  
Defense Supply Service - Washington  
National Security Agency  
Office for the Civilian Health & Medical  
Program of the Uniformed Services  
(CHAMPUS)  
Strategic Defense Initiative Organization  
Uniformed Services University of  
Health Sciences

**Prime Contract Award.** A legally binding agreement executed by a department of an agency of DoD to obtain supplies, services, or construction.

**Procurement Action.** An action involving the obligation or deobligation of funds which officially awards or changes a prime contract. This may include the award of a new prime contract, a debit or credit change to an existing prime contract, or an order written against an indefinite delivery-type contract or basic ordering agreement.

**Small Businesses.** A small business is defined by the Small Business Administration in the Federal Register (Title 13, Chapter 1, Part 121). The definition also appears in the Federal Acquisition Regulation (19.101). Generally, a small business is one that is independently owned and operated, is

not dominant in its field of operations, and with its affiliates does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000, depending on the type of product called for by the contract). For construction and some service industries, the criterion is a specified annual dollar volume of sales or receipts, rather than the number of employees.

**Subcontract Commitment.** A legal agreement between contractors establishing the value of goods and services required to fulfill a contract. The goods or services are provided by one contractor (called the subcontractor) to the contractor with the major or prime contract.

**Subcontract Payment.** A cash payment made by one contractor to another for supplies, services, or construction required by a prime contract.

**United States.** The 50 states and the District of Columbia, U.S. possessions, the Commonwealth of Puerto Rico, the Trust Territories of the Pacific, and other areas subject to complete U.S. sovereignty.

**Work Inside the United States.** An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government agency with a place of performance inside the United States (see above).

**Work Outside the United States.** An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government agency with a place of performance outside of the United States (see above).

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